

THE
PUBLISHERS' *Weekly*
BOOK TRADE JOURNAL
WITH WHICH IS INCORPORATED
The American Literary Gazette and Publishers' Circular.
[ESTABLISHED 1852.]

Published by the R. R. BOWKER COMPANY. R. R. BOWKER, *President and Treasurer*, FREMONT RIDER, *Secretary*.

PUBLICATION OFFICE, 241 WEST 37TH STREET, NEW YORK

Entered at the Post Office at New York, N. Y., as second-class matter

VOL. LXXXVI., No. 12 NEW YORK, September 19, 1914 WHOLE No. 2224

The First Reviews of CONINGSBY DAWSON'S
THE RAFT

There is no gloom in
The Rosie World

By Parker Fillmore

It is akin to "Sentimental Tommy"; only, it has a grown-up love story, too. It is worth a great deal to know such a trump as Rosie O'Brien, and to live for a while in her brave, laughing little universe. It is all Irish—and some American. \$1.30 net.

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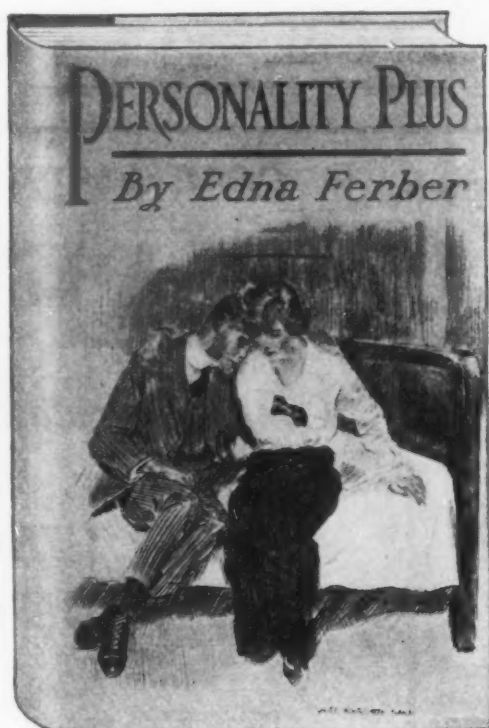
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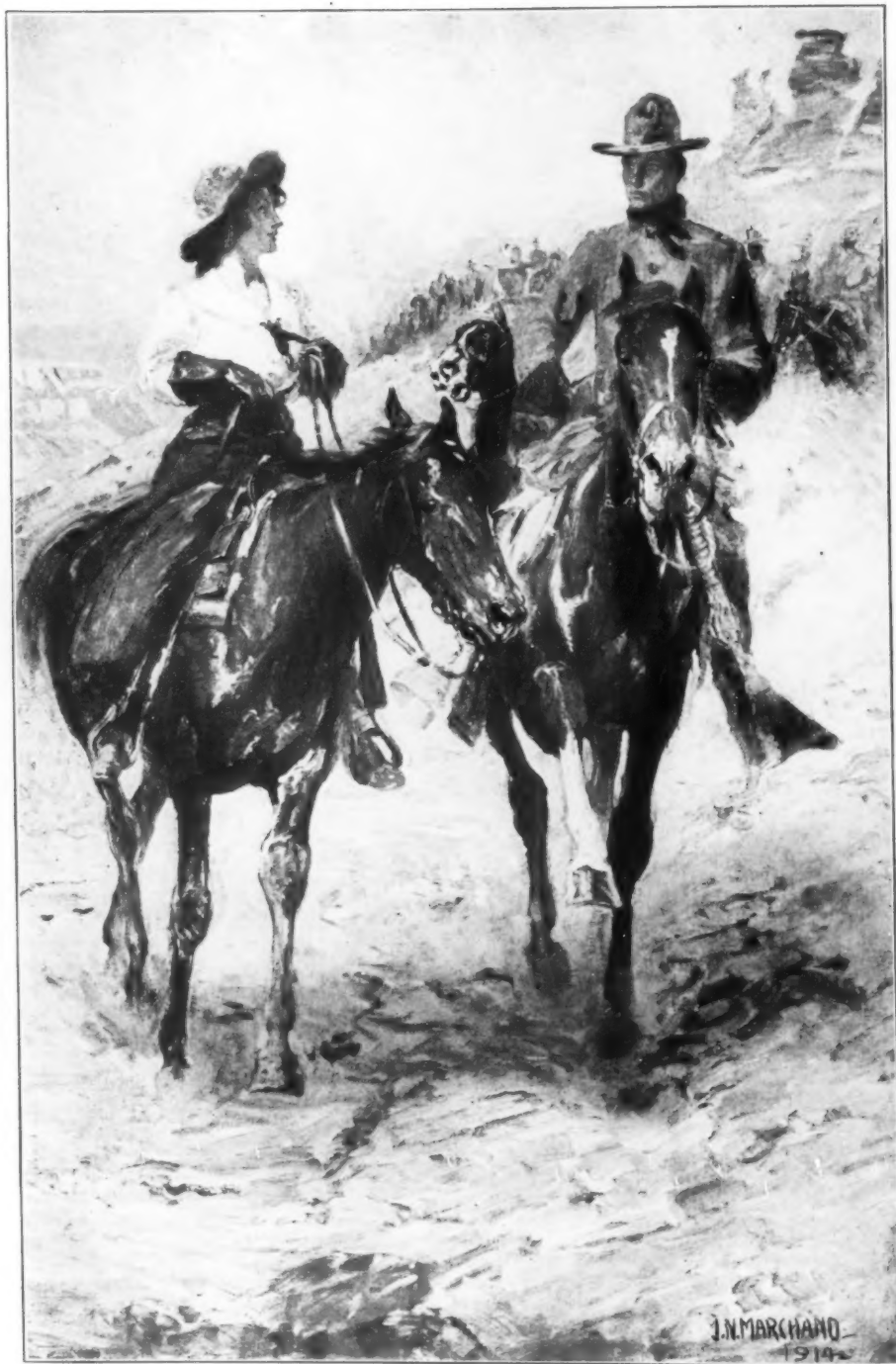


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Publishers in America for **HODDER & STOUGHTON**

If we were asked to name the 25 best book towns in the United States—those with the largest proportion of bookbuyers—we should make some such list as follows:

- | | | |
|--------------------|----------------|-------------------|
| *Boston. | *Pittsburg. | *St. Paul. |
| *Portland, Me. | *Rochester. | *Minneapolis. |
| Springfield, Mass. | Buffalo. | *St. Louis. |
| *Providence. | *Cleveland. | Seattle |
| *New Haven. | *Detroit. | *Louisville. |
| *New York. | *Cincinnati. | *San Francisco. |
| Philadelphia. | *Indianapolis. | *Los Angeles. |
| *Baltimore. | *Chicago. | Portland, Oregon. |
| *Washington. | | |

You will note that of the 25 names listed above 20 are starred. The starred towns are those covered by the monthly service of the *Book Review*.

Leave out for the moment the 43 other enthusiastic book sellers who are also distributing thousands of copies of

the *Book Review* monthly to their customers. Consider only the above circulation concentrated in the big "book towns."

Isn't direct book advertising with that circulation—amounting to 21,250 copies a month—in itself worth \$60 a page? Throw in all the small city circulation to make good measure, and then add all the trade and library circulation of the *Publishers' Weekly* itself just as a bonus.

The Publishers' Weekly

P. S.—We want *Book Review* representation in the towns above *not* starred. The *Book Review* "exclusive franchise" has a proved value. Why not secure it?

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By **GEORGE W. CABLE**

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Illustrated in color by F. C. Yohn. \$1.35 net; postage extra.

WILLIAM DEAN HOWELLS

in speaking of Mr. Cable's earlier work in "Heroines of Fiction," says:

"For a certain blend of romance and reality which does no wrong to either component property, I do not know its like in American fiction, and I feel that this is saying far too little; I might say in all fiction, and not accuse myself of extravagance."

THE EDINBURGH REVIEW

"Cable possesses the vein of poetry and imaginative feeling that enables him to conjure up a picture so laden with the fragrance of the past as to communicate his meaning palpably to the senses."

THE NEW YORK TRIBUNE

"There are few living American writers who can produce for us more perfectly than Mr. Cable does, in his best moments, the speech, the manners, the whole social atmosphere of a remote time and a peculiar people. A delicious flavor of humor penetrates his stories, and tragic portions are handled with rare strength."

THE BOSTON TRANSCRIPT

"Few writers during the past fifteen years have gained so high or so secure a place in American literature as George W. Cable."

CHARLES FRANCIS RICHARDSON

in "American Literature," says:

"A keen observer and a fearless painter—for fearlessness is needed if one would faithfully depict the life of a sensitive folk—Cable is also a fine artist in his touch and at the same time a wholesome moralist."

CHARLES SCRIBNER'S SONS

PUBLISHERS  BOOKSELLERS
FIFTH AVENUE AT 48TH ST. NEW YORK

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

September 19, 1914

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Please note the new address of The Publishers' Weekly, 241 West 37th Street, just west of Broadway.

SOME WAR OPPORTUNITIES BEING LOST.

THE War is causing some recession in normal book business, a natural and inevitable result, the ill effects of which can be minimized but not be entirely evaded even at best. But it should not be overlooked also that the War brings opportunities, very unusual, insistent and important opportunities for new book business, opportunities for profits which may easily far more than counterbalance any possible war losses, opportunities which we of the book trade would be derelict, indeed, not to take advantage of.

We are all of us prone to fall into ruts; businesses get into well-ordered seasonal grooves that under normal conditions are admirable friction-savers but, unless we are unusually alert, hinder us from snatching the possible unusual profit obtainable from the abnormal condition.

There's another difficulty. Publishers, as a class, have so diligently and successfully cultivated the "passion for newness" in books, of which the PUBLISHERS' WEEKLY had occasion to speak editorially only a few weeks ago, that they have themselves fallen under its spell. Oftentimes the only reason last year's book is dead is that it has been deliberately smothered by later publications of its own publishing house. In scores of cases probably a publisher would actually make more money by re-exploiting his last season's books than by bringing forth a crop of new ones, al-

though printers and binders might be the poorer for his innovation.

So it is, as a matter of fact, with many excellent titles which the sudden advent of war has not only dragged from obscurity but, if their publishers did only permit it, might easily place in the best-selling class. Indeed, the PUBLISHERS' WEEKLY ventures to believe that a prosperous publishing business might be started on books, now practically ignored, which should at just this critical time be occupying the center of the literary stage.

Of one book, published within the last few years, critics of world politics have gone so far as to say that it was one of the chief inciting causes of the present war. Its timeliness and authoritativeness make it of surpassing interest in this crisis; it is almost daily quoted in the press; yet the PUBLISHERS' WEEKLY does not recall seeing a single advertisement of it by its publisher nor has it seen a copy displayed in any bookstore window during the last month.

Of another book, it has been said, not that it caused this war, but that it, and the theory it expounds, will eventually stop all wars. Surely, if there is one, here is a book to be lavishly exploited at this time. In fact, this book has been advertised by its publishers, but very modestly; and there has not been, or at least the PUBLISHERS' WEEKLY has not happened to see, any dealer co-operation. Each of a dozen novels of shallow mediocrity have been afforded during the last year far more advertising space—some are being given more now—than this book of permanent, commanding importance and intense, immediate interest.

Of another book the PUBLISHERS' WEEKLY calls to mind the comment of a group of West Point engineer officers—"the best stories of war ever written." Insert the word "modern" before "war," and the writer agrees with them. Yet the publishers of this book are apparently unwilling that the general public (who would clamor for this book if they knew of it, it is so vivid, so vital, so infused with accurate knowledge of war to-day) should learn that they have it on their list.

The Canadian *Bookseller and Stationer*, in its current issue, says editorially: "Some people are forever harping on the strain that 'war hurts business,' and in doing so they exclude from their vision altogether the many possibilities for increased business in some lines as a direct result of the same cause." And it proceeds with the sound advice that dealers

concentrate "on timely books and sidelines of a patriotic nature." The PUBLISHERS' WEEKLY has here said nothing of the side lines. Of course, atlases and maps of the countries affected will sell now. Of course stationery, postcards, poster stamps, flags, anything with a war flavor, have now their special market. But booksellers are primarily sellers of *books*, and they need look no farther than their books to find abundant opportunities for war-created sales.

Three books have been mentioned above: they are in no sense unique, merely significant. Almost every publisher has one or more books on his list capable of war exploitation: these three publishers simply are a little more fortunate than their fellows in the books they happen to have.

COMMITTEE HEARINGS ON THE LEVY BILL.

[Mr. George Haven Putnam, as secretary of the American Publishers' Copyright League, sends us the following account of the hearings last Wednesday before the Patents Committee of the House on the Levy Bill, which was discussed editorially in last week's PUBLISHERS' WEEKLY.—ED. P. W.]

Sept. 17, 1914.

Dear Mr. Editor:

In response to a "hurry call" sent out by the Secretary of The Publishers' Copyright League, a group of representative publishers came together on the morning of Wednesday, September 17th, in the room of the House Committee on Patents, for the purpose of protesting against the enactment of an amendment to the copyright statute proposed in House Bill No. 16,238, which was introduced by Mr. Jefferson M. Levy of this city.

All of the publishing concerns of the country, with the exception of certain Western Houses, which there had not been time to reach, had placed their signatures on a protest against the bill, and those below specified had made time to be present in the Committee Room:

A. W. Appleton, for D. Appleton & Co.
W. Russell, for Brentano's.
W. W. Ellsworth, for The Century Co.
John Macrae, for E. P. Dutton & Co.
R. J. Cuddihy, for Funk & Wagnalls Co.
J. Henry Harper, for Harper & Bros.
James Duncan Phillips, for Houghton, Mifflin Co.
Horace Rideings, for The J. B. Lippincott Co.
George A. Page, for The Page Co.
Geo. Haven Putnam, for G. P. Putnam's Sons.

Mr. Putnam was authorized to make the statement on behalf of The Publishers' Copyright League, and on behalf also of The Authors' League of America.

The Authors' League was represented directly by its Secretary, Mr. Eric Schuler.

The Publishers' Association was represented by Mr. W. J. Tessaro.

Mr. Ogilvie, of Chicago, was present to support the measure, which had been introduced at his instance, and which had for its special purpose the modification by statute of a series of decisions rendered by the courts adverse to Mr. Ogilvie's contentions.

The introductory statement was submitted by Mr. Putnam. He pointed out that the amendment as framed was concerned with material on which (on the assumption of the bill itself) the copyright had terminated and with the control of titles which were in themselves not subject to copyright. It was his contention, therefore, that the proposed amendment was not germane to the copyright statute. He cited in support of this contention the opinion of the Bureau of Copyrights.

If, as he contended, the amendment did not belong to copyright law, but constituted an attempt to modify decisions arrived at by the Courts under the principles of common law, the proposed legislation was outside of the authority of Congress and had to do with matters with which the House Committee on Patents could not properly concern itself.

The purpose of the bill was to secure the legalization of practices which had been classed by the courts as fraudulent.

The book producers who found it convenient to utilize titles that had been associated with titles belonging to earlier publications, whether or not such publications were copyrighted or copyrightable, could have for their purpose only the securing of such advantage as might come to them from the reputation and advertising of the work whose title they were appropriating or imitating.

In so far as the public might through such appropriation or imitation of titles be confused in purchasing a book (or other article) which they had not intended to purchase, injustice would be caused to the original producer who would lose the advantage of his continued skilled effort and of his advertising. Wrong would also be done to the body of consumers who were entitled to be protected against fraudulent or deceptive imitations. The advertising interests of the country were naturally opposed to a measure which would tend to destroy the value of investments in the purchase of advertising space. If a publisher, or other producer, had brought into existence an article which the public had accepted as serviceable, it was an advantage to the public to have the existence and the character of such article made known as widely as possible. If, however, after incurring advertising outlay for this purpose, the producer were not left in the position (that he now holds under common law decisions) to prevent the use of his title by competitors, the value of his advertising investment would be largely thrown away. Future similar advertising investments would naturally be discouraged.

Mr. Putnam submitted as an example of the class of publications that would be affected by the enactment of such an amendment, a copy of "Tabular Views of Universal History,"

compiled by the late George P. Putnam, and originally published in 1832. The original compiler had every ten years revised the book and brought its material down to date, and since Mr. Putnam's death, in 1872, the work had, in like manner, been revised from decade to decade, so that the historical data could be kept complete and correct.

Under the wording of the proposed amendment, the title connected with the book of "Tabular Views" (or even under a possible interpretation of the provision, with Putnam's "Tabular Views of Universal History") would be open to appropriation by any editor or publisher to be connected by him with any historical material that he might choose to put into shape for the purpose.

The Public would through the use of such title be given the impression that the book offered for purchase was Putnam's Tabular Views of 1914. This book was presented as an example of the class of publications which would be affected by the bill, a class small in number, but in many ways important, dictionaries, cyclopædias, works of reference, etc. It had been stated in the Committee that the publishers were attempting to secure an extension of their "copyright monopoly" beyond the very liberal term accorded by the present law. This statement is, of course, an absurdity. There is, and could be, no desire to extend the term of the control given under the copyright law to literary material. For 999 books out of 1,000, the close of the copyright term brings the work (title as well as material) into the public domain.

For a work of the class now in question, which may be called a *continuing* publication, a cyclopædia revised from time to time, a work of historic reference, etc., there is, in like manner, no attempt to extend the protection given to the original issue (the value of which is in any case lost when later and more complete issues have come into print), but to prevent the use of the title of the original issue in such manner as to confuse the book-buying public.

In reply to the statement repeated during the hearing by Mr. Ogilvie and by one or two members of the Committee whose understanding of the matter had been confused by Mr. Ogilvie, Mr. Putnam had occasion to repeat that there was no copyright and could be no copyright in a title, and that no attempt was being made to extend the term of copyright.

The publishers were interested simply in preserving property that had been created and developed by continued effort and continued advertising, and in maintaining for such property the protection that under the heading of "good will" or control of "trade mark" had been consistently extended by the courts. Mr. Cuddihy described the continued and costly labor and investment that were required for the production of a great work of reference such as the Standard Dictionary, and emphasized the injustice of permitting a competing work to be described and advertised in such manner as to give the impression that it was identical with the Standard Dictionary in its latest issue of 1913.

Mr. Ellsworth emphasized the importance of encouraging the protection of great works of reference, such as The Century Dictionary, and pointed out that the creators of such works had not only a business interest in maintaining such property value as properly belonged to the good will and prestige associated with their title, but that they felt the responsibility naturally belonging to the creator of such a work to prevent its reputation and prestige from being marred or interfered with by books which were different in their workmanship and in essential value.

Mr. Phillips, after emphasizing the importance of the work done in Educational Series, such as The Riverside Literature Series, for which standard texts were prepared in a special form, and with elucidating notes, pointed out that, under the wording of the bill, a competitor would be at liberty after the expiration of the copyright of any book included in this Riverside Literature Series to utilize for a reprint of the same book the series title created by the Houghtons, for which series title there was a continuing and increasing value.

Mr. Phillips pointed out further that under the wording of the amendment, such a title as that of the *Saturday Evening Post*, a paper founded more than a century back, and now a publication of very great commercial value, would be open to appropriation by any parties who might find it convenient to utilize the prestige of the paper. This assertion was denied by Mr. Ogilvie on the ground that the title of the *Saturday Evening Post* was now accepted as a *trade mark*. This denial constituted a practical acceptance of the view that the title of a continuing work for different issues of which copyright had been secured to possess at least under trade mark (even if not under good will decisions) a property entirely apart from and outside of that created by or protected by the copyright statute.

Mr. Macrae, of Messrs. E. P. Dutton & Co., made clear with illustrations from various publications of the House, the importance for both publishers and bookbuyers, of continued control, under good will and the prohibition of unfair competition of special titles, of series titles connected with works which were continued with changes and new material from year to year.

Mr. Page, in expressing his cordial support of the objections to the bill, referred to the Chatterbox Series, the publication of which was now controlled by his House, and reminded the committee that under a series of decisions, authority had been given to the American publishers of this Chatterbox Series to exercise the exclusive control and use of this title simply on the ground of the fact that it represented investments of skilled labor and of capital made from year to year, and that as a result of these investments a good will and trade mark value had been built up about the word "Chatterbox."

Mr. Ogilvie was himself given the last word at the hearing. He had, unfortunately, been permitted through continual interruptions of the statements of those who were

opposed to his bill, to delay unduly the time accorded to the hearing, so that it was not possible to make time for the statements of other publishers present who could have made valuable additions to the argument.

Mr. Schuler confirmed the statement submitted by Mr. Putnam that the Authors' League had taken definite ground against the bill. Mr. Putnam submitted a letter from Mr. Sullivan, of The Typographical Union, stating that the Union considered the measure inadvisable and antagonistic to the interests of the book manufacturing trades.

Among the members of the Committee whose questions and remarks showed a good understanding of the actual issue and of the difference between statute law and common law and of the actual nature of copyright should be mentioned Mr. Martin A. Morrison, of Ohio, Mr. Herman A. Metz, of New York, and Mr. Calvin D. Paige, of Massachusetts.

Mr. Putnam presented to Mr. William Oldfield, of Arkansas, Chairman of the Committee, the thanks of his associates and of himself for the courtesy extended to the publishers.

BRITISH BOOK TRADE LOOKING UP.

Writing under date of August 28th a writer in the English *Bookseller* says:

"Just for the moment, no doubt, there is not much chance for books other than those concerned with the war, with the various nations engaged in it, and with the political, military, and naval conditions which obtained at the time of its outbreak. For works of this sort there is now, of course, a very large demand, which is being met by the publishers with praiseworthy promptitude and enterprise. But I am not at all disposed to endorse the despondent view that books of this character will continue to maintain their monopoly of public interest as long as the war lasts, and that fiction, in particular, is doomed to find itself at a hopeless discount during the coming autumn season. It is easy to play the raven in troublous times, and there are some people who seem to take a perverse delight in depressing themselves and others with these dismal forecasts. For my own part, I make bold to predict with some confidence that, except in the event of such news from the theatre of war as our patriotism refuses to contemplate, there will come with the lapse of the next few weeks a growing demand for new fiction, than which nothing could be more acceptable as a mental anodyne during a prolonged period of acute strain and anxiety such as we are all now sharing in common. There is encouragement in the fact that the theatres, which were almost deserted in the first fortnight of the war, are already beginning to recover a considerable measure of their lost patronage. If people feel able to interest themselves in plays again, we need not doubt that they will also feel able to interest themselves in novels."

Writing a week later the same writer says:

"Borrowing a term from the martial vocabulary with which we are all becoming so

familiar in these days, I think we may say with some confidence that the 'moral' of the book trade is now considerably better than it was just after the first shock of the sudden and devastating outbreak of war. The signs of sheer panic which then became ominously visible, if they have not yet wholly disappeared, have at least grown fewer and fainter; and it is encouragingly evident that those of us who from the outset have pinned our faith to the watchword 'Carry on!' have not been preaching in the wilderness. From several quarters autumn lists—modified, it is true, to meet the exigencies of the time, but still of quite respectable proportions—are beginning to make their appearance. That is quite as it should be; and although the autumn book-season, at best, can be little more than an apology for what it would have been under ordinary conditions, it is going to be, at any rate, a good deal more than the minus quantity which the panic-mongers were so dolefully anticipating two or three weeks ago. Even the newspapers, having apparently recovered from their paper-famine nightmare, are beginning to 'swell visibly' to something approaching their normal size; so there is now some hope that they may not find it necessary to refuse publishers' advertisements for want of space.

"By this time, let us hope, many of those who at first gave way to spiritless pessimism have realized that their attitude was unworthy and un-English, and are, in consequence, duly repentant. But those who ought to feel most profoundly ashamed of themselves are the firms which, with a selfish callousness for which 'brutal' is the only fitting adjective, made haste to dismiss many of their employees—some of them of many years' service—and to halve the salaries of others, within a day or two of the declaration of war. One finds it hard to stigmatise conduct of this kind in printable language; and what many of us would now like to know is whether the two publishing firms against whom this accusation lies, and any others that may have behaved in the same indefensible manner, are going to make practical amends for their panic-stricken and contemptible behavior. If not, they most assuredly deserve to be 'named' in order that all who respect fair play and decent treatment may have the opportunity of letting them feel their resentment.

"I see that Mr. Fisher Unwin, who has set such an excellent and patriotic example by undertaking that all members of his staff who are Territorials or Reservists, or who desire to volunteer, will have their military pay increased to their usual office salary, and will be reinstated at the end of the war, is advertising a suggestion to booksellers which is well worthy of attention. His idea is founded on the principle expressed in the saying that 'If the mountain will not come to Mahomet, Mahomet must go to the mountain.' If, says Mr. Unwin in effect, customers will not come to the booksellers in these days of public distraction, then booksellers must go and seek customers, and he suggests that this can be done by sending out assistants with

parcels of judiciously selected publications to call upon possible buyers. Furthermore, his own firm will undertake to send an attractive selection of its books, fully on sale, to any responsible member of the trade who is willing to try this means of creating business. It is possible, no doubt, that some people upon whom it was tried might object to this kind of domestic visitation, but there would probably be many more who would be glad to have their attention called in this direct manner to acceptable books which they might otherwise have overlooked in their absorption in the war. In any case, abnormal conditions demand and justify abnormal methods, and I anticipate that there will be more than a few members of the trade enterprising enough to give Mr. Unwin's suggestion a trial."

A PLAIN STATEMENT OF WHAT PRICE-CUTTING MEANS—PRICE-MAINTENANCE STRIPPED OF ITS TECHNICALITIES.

By WILLIAM HART.*

KELLOGG's Corn Flakes, and the Ingersoll Watch, and Cheney's "Shower-Proof Foulards," and hundreds of other well-known and widely wanted products are so well known and so widely wanted that various retailers now and then make up their minds to do their best *not* to sell them at all.

Why? Why, they are being cut-priced in the retail market. They are "leaders." They are too prominent. Their names are too famous. They have climbed too high. Down with them, under the counter; or, better, if possible, out with them through the door!

The more readily the public purchases them at such times, the more reluctantly the retailers handle them.

Sounds like a madhouse. *Is* a madhouse. And getting madder every day, ever since the Supreme Court of the United States wandered into it.

The Ultimate Consumer rejoices, and smells the Bargain Sale afar off, and gambols like a young goat upon the mountains. He reads the cut-price advertisements in the papers, speeds to the mad-house, buys a few "leaders" and "bargains" and a great many other things that are *not* leaders and *not* bargains, and then goes his way highly pleased with himself—and crazier than any of the patients.

This article is written to give him—and her—a glimpse at the interior decorations of the Bargain Scheme of Selling Standard Products—and at what it does to the production and distribution of *good goods*.

Cheney's "Shower-Proof Foulards," for instance.

A friend of the people in Boston advertised his determination to sell Cheney's "Shower-Proof Foulards" prominently across the silk counter of his store at a big cut from the regular price. Competitors of his, owners of other retail establishments, took a look at his adver-

tisement, buzzed in haste for stenographers and began dictating advertisements in reply. Within a few days, cut impinging on cut, Cheney's "Shower-Proof Foulards" were being sold in Boston at as low as fifty-seven cents a yard.

There was just one disadvantage to the retailer in continuing to sell these goods at that price. He had to pay a higher price himself to the manufacturers. He had to take *sixty* cents of his own money and hand it to Cheney Brothers, silk manufacturers, in order to get a yard of their "Shower-Proof Foulards" to pass on to the public at *fifty-seven* cents. As often as he passed it on, he lost three cents *plus a good many more cents representing his rent and his salaries and the rest of his cost of doing business*.

It was time to ring for ice-water and a few padded cells.

So then, right then, the punishment of Cheney Brothers began. They were utterly and shinningly innocent. They hadn't started this cut-price trouble. They had objected to it, clamorously. It wasn't their crime at all. But they were punished for it just the same.

For, right then, various retailers in Boston began to be aweary of Cheney's "Shower-Proof Foulards." They began to think scorn and disgust for the behavior of an article which had gone and got itself beaten down below the profit-level. They began to be filled with admiration and affection for the character of certain other foulards, charming foulards, on which there had been no such bargain advertising, on which the public had not yet been led to expect an unreasonably low price, and on which a profit could still be made.

That season, in Boston, the sales of Cheney's "Shower-Proof Foulards" fell off from their customary total by more than a third.

The Ultimate Consumer has a right to expect that her retailer shall exercise an impartial judgment in her behalf with regard to those two foulards. But it is preposterous to think that he will do so when price-cutting has taken the retail profit out of foulard A. "On the whole" and "in the long run" and "by and large" and "taking one consideration with another," the mass of retailers will "push"—successfully—the wares on which the retail profit still exists, and they will "knock" successfully—the wares on which the retail profit has been destroyed.

That's not good for the public. It is very bad. And it is especially and particularly bad when you go on to the next point in it.

What has Cheney Brothers done to deserve that extremely painful contraction of their sales in Boston?

They had succeeded, as various other textile manufacturers have succeeded, in giving their products a good name. That's what they have done. They had spent some eighty years making the name Cheney mean something, and something right, on bolts of silk. That's the fault they had committed.

That was why the friend of the people made such a stir in the pocketbook of the Ultimate Consumer when he announced that he would cut a Cheney product. That was why competi-

*Extracts from a recent article in *Everybody's Magazine*.

tors felt obliged to meet his cut and go under it. That was why the sale went on and on to its disastrous finish.

So now you see how to do it. Make a product. Make an *individual* product. Remember that. *Individualize* it. Put personality into it. Make it different from other products. And give it a name to be known by. And make that name known favorably. The public wants your product. It becomes famous. And then the Price-Cutting will begin. Then the destruction of the retail profit will begin. Then the unwillingness of the mass of retailers to "push" it will begin. Then the contraction of your sales will begin. And you will be punished for having made a uniform, standard, *individualized*, named and known product.

But that is precisely the kind of product which is the peak of modern manufacture and which the Ultimate Consumer most wants.

See, then, the contending forces:

On the one side, Price-Cutting and Substitution, fortified by certain recent decisions of the Supreme Court. On the other side, the growth of Individuality in Manufacture and, along with it, the One-Price System.

It is the manufacturer of the individualized product who has tried to say to the retailer: "One Price—to All Consumers at All Times!"

He is driven to this policy. He remembers what happened to Cosmo Buttermilk Soap.

It was a famous soap in its day. Its regular price, retail, was ten cents. That was the price at which the manufacturers asked the retailers to retail it. *Asked.*

At this point some of the members of the Judiciary Committee of the House of Representatives begin to fear with a great fear.

There is a bill in Congress saying that the manufacturer may *bind* the retailer to retail his products at a *settled* price, at *one* price with no price-cutting tolerated. This bill was introduced by Mr. Stevens, of New Hampshire, at the request of the American Fair Trade League, which is an organization of manufacturers and retailers.

Many Congressmen are troubled, sincerely troubled. If the Stevens bill were passed, what would prevent the manufacturers of Cosmo Buttermilk Soap from *binding* the retailer to retail their soap at *twenty* cents—or at a dollar? And then think how the public would be plundered!

When all the druggists in a given community meet together to fix the retail price of the Miles "Restorative Tonic," they have a monopoly. They control their market. They can name a monopoly price. Let it be two dollars. What is to prevent them?

But here are the officers of the Miles Company about to put their "Restorative Tonic" on the market and about to name its price. Have *they* a monopoly? Do *they* control *their* market? Can *they* name a monopoly price? There are about a thousand reasons why they can't. There are about a thousand other tonics eager for business. That's all. And the officers of the Miles Company don't say *two* dollars for their "Restorative Tonic." They say *one* dollar and they are glad to get it.

If the Miles Company entered into a secret conspiracy with all the other manufacturers of

medicines in the United States and named a conspiracy price, a monopoly price, on their products, why, then it would be a case for the Attorney General of the United States. It would not be the case we are looking at here.

Here we are defending an absolutely competitive thing—the right of the *individual* manufacturer, all by himself, in a competitive market, to name the retail price of his own *individualized* property.

At present he sends that property, his own product, which he himself made, out into the retail market and there sees it used to injure him and to injure *and confuse* the public in at least three different ways—all are equally weird.

One of the biggest New York department stores had a sale not long ago of Gillette razors at \$1.95. Some more wonderful merchandising. *Even with a special price from the manufacturer, the store lost more than a dollar on every razor it sold.* It might better (scientifically speaking) have given each customer one new silver dollar to persuade him *not* to buy a razor.

Is that really merchandising at all? Some day the primitive barbarousness of it will appear to us clearly, and we will look at it as we now look at the haggling in the market-stalls of Cairo and Damascus.

The only reason for it, manifestly, is to get the consumer into the store and then sell him something else *besides*. It's not business. It's a guessing game. The wary consumer tries to buy *only* bargains, and makes his getaway. The still warier merchant knows that he won't be able to make his getaway without falling into some other purchase. And the size and pomp of the magnificent building in which the thing is done proves that the merchant is right.

The Supreme Court of Washington did not hesitate to take judicial notice of this fact. It did so in the case of one Swanson against one Fisher Flouring Mills Company, in which it upheld the right of the manufacturer to bind the retailer by contract not to cut prices. "It is a fallacy," said the court, "to assume that the price-cutter pockets the loss. The public makes it up on other purchases."

To do "Vicarious" Price-Cutting or "Habitual" Price-Cutting in a really statesmanlike and effective way, you must be big. You must be willing to lose money, if necessary, not only on a few articles but on whole classes of articles, on whole departments of your business. And you must convey the news of your bargains to the public by the pageful in a manner so conspicuous and so broadcast as to make an unrefillable dent in the public's mind. In other words, you must go in for losses and you must make these losses expensively and famously *known*.

But what is this? It is the familiar weapon of mere size against smaller competitors. It is not a competition in *commodities*. It is a competition in *money*.

Suppose that the Stevens bill, now in Congress, should pass. Or suppose, by any other means, it were made possible for the manufacturer, in interstate commerce, to readily *bind* the retailer to retail his produce at *one* price. Might he not ask an "exorbitant" price?

Yes, he might.

But he can ask an exorbitant price now. He has a perfect right, always has had, and always will have, to sell his product out of his factory to the *retailer* at any price he pleases. You can't take that away from him. Nobody can prevent you from selling your hat to your neighbor for a hundred dollars, if you can get it. Nobody can prevent the manufacturer of a safety razor from selling his razor, his *own* razor, to the *retailer* for a hundred dollars, if he can get it. The question here is not the manufacturer's profit at all. It is the retail profit. Shall the retail profit be demoralized and destroyed, with all of the injuries I have shown resulting to approved products and to the public's *access* to approved products?

They say that Mr. Gillette made a great deal of money out of the manufacture of his safety razor. What of it? I was not born with any moral right to own a Gillette razor. I didn't make it. Neither did you. Gillette made it. He gave the world something it had never had before—namely, the *Gillette razor*. I have no idea whether it is a good razor or not. All I know is that it belonged to Gillette, every specimen of it, until he chose to sell it. And I stand for the right of every man, in a *competitive market*, to take what he has made and to sell it to the public *at its worth to the public*.

The public doesn't have to take it, if it doesn't want to, in a *competitive market*.

I am for leaving maximum *competitive* profits to the public itself and not—the only other alternative—to the Government.

Those who think otherwise have a right to their thought. I respect it, profoundly. But I think they ought to think that thought all the way to its end. . . . The One-Price System is a competitive system in every respect. It arose, as I have shown, out of an intense competition between manufacturers of individualized named articles, and it *fosters* that competition.

The Kellogg Corn Flake Company is one of the most resolute one-price firms in this country. They do their best to make you pay ten cents, never more, never less, for every package of their corn flakes. Does that save them from competition? Not at all. Just the other way. Since they began manufacturing Corn Flakes, there have been more than a hundred competing brands of "corn flakes" put on the market. Some fifty of those brands exist to-day. You can buy them at various prices, down to as low as four cents a package. The competition *at the source*, the competition *in the factory*, gives the public a complete range in product and a complete range in price.

The fact is that when a manufacturer adopts *one* retail price and makes it *known*, he debars himself to a large extent from those *price wars* between manufacturers which have been *death* to competition. . . .

OBITUARY NOTES.

HENRY M. RIEGEL died September 11 at his home in Easton, Pa., after an illness extending through two years. Mr. Riegel was for the past thirteen years in charge of the musical literature department of G. Schirmer, Inc.,

music publishers, and in his younger days conducted a bookstore in his home town. He was a man of unusual intelligence, and his knowledge was extensive, covering a varied range of subjects.

CHARLES WELSH, managing editor of the World Book Co., Yonkers, N. Y., died at his home on September 12 after a brief attack of pneumonia. Born in the county of Kent, England, in 1850, Mr. Welsh became reporter on *The British Trade Journal* at the age of twenty, and later was connected with Griffith, Farran Co., of London, of which firm he was for many years the business manager, D. C. Heath & Co., the International Correspondence School and the World Book Co. He was the author of several books, contributed to the magazines various articles on literary, educational and juvenile subjects, and compiled a large number of books on similar subjects. He was known as a tireless worker, and was remarkable for his breadth of knowledge and versatility of intellect. Besides his wife, Mr. Welsh leaves a son and grandchildren in Australia and a brother and sister in England.

PERSONAL NOTES.

WARREN SNYDER of Wanamaker's has been seriously ill at home for several weeks. An operation through which he passed successfully will enable him to resume duties before the end of the month.

DUFFIELD & COMPANY announce that Mr. Frederick Street Hoppin, formerly for nine years with Charles Scribner's Sons, is now associated with them in their business and has been elected a director and vice-president of the company.

LANSING G. WETMORE, of Scrantom, Wetmore & Co., Rochester, N. Y., is among the recent arrivals from the seat of war. Mr. Wetmore and his family secured passage by way of London and Montreal. B. W. Huebsch is also safely back.

LITERARY AND TRADE NOTES.

DURING THE AUTUMN Mitchell Kennerley will add to his series of critical studies of modern authors, one on "Rudyard Kipling."

LITTLE, BROWN & Co. publish to-day "Gilbert and Sullivan and Their Operas," by Francois Cellier and Cunningham Bridgman.

THE C. H. GRAVES Co. is publishing a new edition of the gift book, "My Lady's Toilette Table," under the changed title, "A Colonial Belle's Message."

THE SALE OF 265,000 COPIES of the Double-day, Page "War Manual" attests the avidity with which the public is catching up everything on the war.

STEPHEN GRAHAM describes his own experiences with a band of immigrants in his book, "With Poor Immigrants to America," which Macmillan will publish this month.

"HE COMES UP SMILING"—the humorous Bobbs-Merrill novel—is appearing in a dramatized form in New York, with Douglas Fairbanks in the leading rôle.

CHATTO & WINDUS, the English publishers, announce that Edward Garnett's study, "The Three Great Russian Novelists: Tolstoi, Dostoevsky, Turgenev," which was held over from the spring, is now ready for immediate issue.

IN HER FORTHCOMING NOVEL, "The Witch," announced by Houghton Mifflin Co., Mary Johnston goes back to the scenes and period of her earlier stories—the days of Queen Elizabeth.

"THE WINNING OF THE FAR WEST," by Professor Robert McNutt McElroy, will appear next month from the press of G. P. Putnam's Sons. It is designed as a continuation of Colonel Roosevelt's "The Winning of the West."

"LITTLE EVE EDGARTON" (Century) tells the story of the unconventional daughter of an eccentric father and of what happened when she met a very conventional young man in a fashionable summer hotel. The book is by the author of "Molly Make-Believe," Eleanor Hallowell Abbott.

METHUEN, the English publisher, announces "The Unknown Guest," a collection of psychological essays by M. Maeterlinck; a new volume of poems by Mr. Alfred Noyes; "The Bird of Paradise, and Other Poems," by W. H. Davies; and "Selected Prose of Oscar Wilde."

ROSAMOND NAPIER has woven the themes of Wagner's operas into the being of "Tess Harcourt" (Doran). It is a love story and through the fire, flight, renunciation of Tess' life runs the compelling influence of the tremendous cadences of the "Ring."

BOOKSELLERS CAN CONSISTENTLY REPEAT that no thoughtful American reader should overlook Norman Angell's "The Great Illusion," and "Arms and Industry," which discuss in a sane, practical manner the economic loss and unsatisfactory results of war and the fundamental moral and economic relations involved in the international polity between nations.

THE PAGE COMPANY issued, recently, "Blue Bonnet in Boston," by Caroline E. Jacobs and Lela Horn Richards. It is uniform with the other "Blue Bonnet" books, and while more particularly a girl's book, it is advertised "for readers of all ages." Andrews Wilkinson's "Plantation Stories of Old Louisiana" is in its third printing.

NO APPRAISER has yet been named to place a value upon the books and manuscripts of the late J. Pierpont Morgan. George J. Gillespie, attorney for the New York State Controller in the proceeding, said that one of the three appraisers of the whole estate may be designated to undertake this important work. It will probably take another year to ascertain the estate's full value.

ON SEPTEMBER 18 Appleton issued "Retail Selling and Store Management," by Paul H. Nevstrom, assistant professor of political economy at the University of Wisconsin. While the book is designed especially for the use of students, it is also intended for the business man engaged in selling and store management. On the same date a volume on "Albania" appeared from the pen of Wadham Peacock, former British Consul General in that country.

ONE OF THE MOST INTERESTING literary results of the war appears in a dispatch from Copenhagen stating that the German authors have formed a national association to prevent the translation of literary works of hostile countries into German. The authors of plays belonging to hostile countries are not to be mentioned in the German press. This movement, it is said, is due to the attitude of Belgian and British authors.

"THE WARD OF TECUMSEH" is one of the fall leaders of the J. B. Lippincott Co. The author, Crittenden Marriott—who also wrote "Sally Castleton, Southerner"—has laid the scene of the story in the American wilderness in the wild, but richly romantic, post-Revolutionary days, when a French girl really *could* be brought up as ward of a Shawnee chieftain and be wooed simultaneously by an Englishman and a redman warrior. September 25 is the date set for publication.

EDNA FERBER'S NEW STORY, "Personality Plus," just off the presses of the Frederick A. Stokes Co., tells of the experiences of Jock McChesney when he swaggers forth from college to show the advertising world how to run its business and to amass for himself thereby great riches—"such riches that he can leave the soap floating in the bath tub without his conscience hurting him." He loses his swagger, all right, but his mother is Emma McChesney—and thereby hangs a tale.

THE TRUSTEES OF LAKE FOREST UNIVERSITY announce that the second decennial prize of \$6,000 on the Bross Foundation will be awarded on January 1, 1915. The award is made for the best book "on the connection, relation and mutual bearing of any practical science, or the history of our race, or the facts in any department of knowledge, with and upon the Christian Religion." The conditions of the competition may be obtained upon application to Pres. John S. Nollen, Lake Forest, Ill.

ONE OF THE SEPTEMBER PUBLICATIONS of Harper & Brothers is a little volume on "Planning and Furnishing the Home," by Mary J. Quinn, who is instructor in design in the School of Household Science and Art at the Pratt Institute in Brooklyn. The sub-title of the book indicates its general nature, "Practical and Economic Suggestions for the Homemaker." The chapters deal with such matters as: Renting a house or an apartment; Rugs and curtains; The bedrooms; The family living-room; Some useful books; Colonial; English; French; Modern furniture.

GUGLIELMO FERRERO says that there was no such thing as involuntary spinsterhood in ancient Rome. However that may be, the condition of the woman who "would like to, but hasn't had a chance," is rather common nowadays. In "The Raft," Coningsby Dawson's novel, just published by Henry Holt, the author deals with the problems of the woman who escapes from her stranded condition on the raft of maiden solitude by diving recklessly overboard into the sea of matrimony—even though it is only a halt or blind merman who has winked at her.

"DIET FOR THE SICK" by Mrs. Sarah T. Rorer, will be published October 1 by Arnold and Company. Mrs. Rorer has been known to the housewives of this country for years through her lectures and books on cookery. The present volume is of value not only to housewives but also to physicians. It consists of three sections: A dietetic treatment of diseases with full instructions for the proper feeding at the various stages of progress of disease; A vast number of recipes in detail showing how to select and prepare the foods prescribed in Part 1; The Physicians Ready Reference List where the busy physician can find under the heading of each disease a full list of the foods to be prescribed and avoided.

AN AMUSING tale in the Jules Verne-H. G. Wells style which made a sensational sale in Germany—while people were still reading books there—is "The Tunnel" by Bernhard Kellermann. (Berlin: S. Fischer & Co.) It describes the building of a tunnel under the Atlantic by an American engineer, a tunnel to join Europe and America. The book had a sale of 70,000 copies in a few months, an unusual figure for Germany. Another more serious book about our country which, while not reaching any such figure, has been very well received is: "Impressions; Historical and Academic, of North America," written by Erich Marcks, Professor of History in the Colonial Institute in Hamburg. (Quelle & Meyer, Leipzig.)

BUSINESS NOTES.

CRESTON, IA.—The Book Shop has started business with a stock comprising books, stationery and office supplies. Miss Ellen E. McGuire of Audubon, Ia., is the proprietor, and she goes to Creston with first class credentials. The store is located in the Rex Building on Montgomery street.

DETROIT, MICH.—Macauley Bros. have retired from the jobbing trade and will hereafter devote themselves to their retail business exclusively. Their new location has proved satisfactory beyond their best hopes—so much so that their development as a retail bookstore holds forth the best of prospects.

LEXINGTON, VA.—The University Supply Co. has been incorporated with a capital of \$5000 to conduct a book and stationery business.

LINCOLN, NEB.—It is stated that a university book store will soon be opened here.

LONDON, ENG.—By mutual consent, the partnership heretofore existing between Mr. F. Siegle and Mr. L. B. Hill, under the firm name of Siegle, Hill & Co., was dissolved on September 1, and by the retirement of Mr. F. Siegle, the business is now being carried on in the usual way at the same address under the style of Leopold B. Hill. Mr. Hill has taken over all outstanding accounts due to the firm, and will also discharge all debts of the old firm.

NEW YORK.—Edwin S. Gorham, church book publisher and importer, has removed

from 37 East 28th Street to 11 West 45th Street.

NEW YORK.—The Ellsworth Press has incorporated to conduct a business of printing, book selling and stationery, with a capital stock of \$10,000. The incorporators are W. M. Fitzgerald, C. W. Etseber and Edward Ellsworth, of 947 West 145th Street.

PORTSMOUTH, O.—Schloss & Co.'s book and stationery store was among the many houses that were wiped out by a recent fire in the heart of the business district. The total loss is estimated at \$200,000, of which about half is covered by insurance.

AUCTION SALES.

OCT. 5 AND 6 AT 2:30 P. M. (Two Sessions). Catalogue: Miscellaneous library of the late Hon. Furman Sheppard, of Phil., containing important works on English history and biography of the Anglo-Saxon and other periods, American history, art and architecture [etc.]. (No. 114; 941 lots).—*Henkels*.

BIBLIOGRAPHICAL NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Caxton Head, London, 232 High Holborn. Catalogue of rare and interesting books. (No. 761; 1,028 titles.)

Philip H. Furman Co., New York, 363 W. 51st St. Catalogue: Americana, genealogies and standard works. (No. 14.)

Henry Gray, London, 1 Churchfield Rd. East, Acton. Catalogue, containing family histories—English, Scotch and Irish; some American and a few foreign. (No. 19.)

Holland Bros., Birmingham, Eng., 21 John Bright St. Catalogue: Choice books, including handsomely bound sets of standard authors. (No. 211; 607 titles.)

U. P. James, Cincinnati, O., 127 W. 7th St. Catalogue: Miscellaneous books including first editions, Americana, history [etc.]. (New ser. No. 13; 1290 titles.)

Meredith Janvier, Baltimore, Md., 14 W. Hamilton St. Catalogue: Second-hand list of books of merit and interest, travel, curious and out-of-the-way items, Americana, first editions [etc.]. (No. 2; 388 items.)

Lowe Bros., Birmingham, Eng., 45 Newhall St. Clearance catalogue: General literature. (No. 1; 607 titles.)

Jos. McDonough Co., Albany, N. Y. Catalogue of new and scarce books at reduced prices on Civil War, Mexico, Germany, Ireland, military Americana and sport. (No. 311; titles, 3478-3777.)

J. Metcalfe-Morton, Brighton, Eng., 1 Duke St. Catalogue of books, old, scarce and curious; 150 titles of freemasonry, Americana, golf, London [etc.]. (No. 15; 723 titles.)

Nichols, H. S., New York, 146 E. 30th St. Catalogue of interesting second-hand books (No. 1; 92 titles.)

James Tregaskis, London, 232 High Holborn. Caxton Head catalogue: Rare and interesting books, autograph letters [etc.]. (No. 762; 1213 items.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar.; designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Abbott, Eleanor Hallowell, [Mrs. Fordyce Coburn.] Little Eve Edgarton; with ils. by R. M. Crosby. N. Y., Century Co. c. 3+210 p. D. \$1 n.

Eve could dance like an angel, read Sanskrit as well as her dad, ride a horse, and discuss paleontology. The secret passion of her life was for a home. Her father's idea of marrying her to a middleaged scientist on an outlandish island in the tropics did not appeal to Eve. A rather conventional young man survives the shocks administered by Eve's unusual conduct, and comes to the conclusion that life without her would be very uninteresting.

Allen, J: Robbins, and Bursley, Jos. A. Heat engines. 2d ed., thoroughly rev. and entirely reset. N. Y., McGraw-Hill. 320 p. il. 8°, \$3 n.

Athearn, Wa. S. The church school. Bost., Pilgrim Press. c. 309 p. il. 12°, \$1 n.

Bacon, Josephine Dodge Daskam, [Mrs. Sel-den Bacon, "Ingraham Lovell," pseud.] To-day's daughter; il. by C. D. Williams. N. Y., Appleton. c. 349 p. D. \$1.35 n.

Lucia Stanchon, a modern young woman of good family, with every advantage of New York life, is eager for economic independence. To please her father, she agrees to "try out" marriage with one of his professional friends. The "try out" comes near to ending in disaster, but Lucia's attitude toward life changes and from "To-day's daughter the mother of To-morrow had been born."

Barton, Bruce. A young man's Jesus. Bost., Pilgrim Press. c. 18+233 p. front. 12°, \$1 n.

Bashford, H: Howarth. Vagabonds in Périgord. Bost., Houghton Mifflin. 234 p. D. \$1.25 n.

Concerns the wanderings on foot of certain pleasure pilgrims along the course of the river Dordogne in France. Chronicle has a holiday atmosphere and gives an impression of much fresh air and sunshine.

Bayley, T: Pocket-book for chemists, chemical manufacturers, metallurgists, dyers, distillers, etc. 7th ed. N. Y., Spon & C. limp leath., price changed from \$2 to \$1.50 n.

Beach, Rex Ellingwood. The auction block; a novel of New York life; il. by C: Dana Gibson. N. Y., Harper. c. 8+441 p. D. \$1.35 n.

Peter Knight, an unscrupulous politician out of a job, and his wife realize that their daughter Lorelei is their greatest asset. They start her on the stage, and her beauty makes an immediate hit. The entire family move to New York and live upon her, exploiting her commercially in every way, and planning her marriage as a final success. She marries Bob Wharton, the drunken son of a roué father, as the least objectionable of the suitors forced on her by her family. Bob's father disinherits him; and his support is added to Lorelei's burden. Finally, she reforms her husband, and his family offer to acknowledge her. She makes it a condition that they give her a large sum of money. With this, she buys her freedom from her own grasping relatives.

Bell, Ralcy Husted. Art-talks with Ranger. N. Y., Putnam. c. 12+180 p. D. \$1.50 n.

As the head of the Tonal School in America, Henry W. Ranger has covered a wide field of subject matter and technique. Though personally, he thinks his work should state his views on painting, these conversations express them as clearly as words can, and are published with his consent.

Benét, W: Rose. The falconer of God; and other poems. New Haven, Conn., Yale Univ. c. 122 p. 12°, bds., \$1.

Blanchard, Arth, Alphonzo, and Wade, Fk. B. Foundations of chemistry. N. Y., Am. Book Co. c. 446 p. il. figs. D. \$1.25.

Bradshaw, J: Williams. With open mind. Bost., Pilgrim Press. c. 155 p. 12°, \$1.25 n.

Brown, Philip Marshall. Foreigners in Turkey; their judicial status. Princeton, N. J., Princeton Univ. Press. c. 7+157 p. (4 p. bibl.) O. \$1.25 n.

Aims, among other things, "to find a working hypothesis on which to base those readjustments which are bound to come in the relations between the Sublime Porte and the Powers, if the Ottoman Empire is to be allowed a normal, independent development as an equal member in the family of nations."—Author's preface. By assistant professor of international law and diplomacy in Princeton University.

Brunton, D: W:, and Davis, J: Allen. Modern tunneling; with special reference to mine, water supply and irrigation tunnels. N. Y., Wiley. c. 6+450 p. figs. 8°, \$3.50 n.

Buffum, Katharine Gough. Silhouettes to cut in school. Springfield, Mass., M. Bradley Co. c. 30 numb. 1. il. 8°, 75 c. Printed on one side of leaf only.

Bunyan, J: The pilgrim's progress from this world to that which is to come; delivered under the similitude of a dream wherein is disclosed the manner of his setting out on his dangerous journey and safe arrival at the desired country; ed. by Grace Latimer Jones and Marguerite I. Arnold. N. Y., Am. Book Co. c. 208 p. S. (Eclectic English classics) 20 c.

Burnham, Mrs. Clara Louise Root. The right track; with front. by Mary Greene Brumenschien. Bost., Houghton Mifflin. c. 422 p. D. \$1.25 n.

A widower, James Barnes, with a son and daughter, becomes infatuated with a young girl, who marries him because of the opportunities his fortune will give her. Diverse personalities and the young wife's neglect of her duties create an uncomfortable situation upon which comes a little hunchback woman, a former schoolmate of Mr. Barnes. She has acquired a new and spiritual outlook on life which has raised her above her unhappiness. Gradually the strength of her belief reconciles the conflicting elements, and all win back their happiness.

Burton, Ernest De Witt, and Merrifield, Fred. The origin and teaching of the New Testa-

- ment books. Chic., Univ. of Chic. c. 102 p. maps. 12°, (Outline Bible study ser. of the American Institute of sacred literature) pap., 50 c. n.
- Caldwell, Otis W., and Eikenberry, W: Lewis.** Elements of general science. Bost., Ginn. c. 14+308 p. il. figs. D. \$1.
Treats subject under headings: The air; Principally about water; Work and energy; The earth's crust; Life upon the earth. Represents first year's work in the University High School, University of Chicago.
- Calkins, Raymond.** Let not your heart be troubled. Bost., Pilgrim Press. c. 31 p. 12°, (Envelope ser.) pap., 25 c.
- Chambers, Rob. W:** The hidden children; with ils. by A. I. Keller. N. Y., Appleton. c. 16+651 p. D. \$1.40 n.
Scene is upper New York State where the American colonists were waging war against the Iroquois Indian Confederacy. The girl, Lois, a nameless camp follower in rags, attracts Euan Loskiel, who learns that she wishes to go to Catherinestown, the Indian stronghold, in search of her mother. The romance between these two, their progress together into the hostile Indian country, and the final great victory of Clinton's army, the solution of the mystery concerning the "Hidden Children," and the proving of Lois' right to a good name, make the story.
- Charles, R. H., D.D.** Religious development between the Old and the New Testaments. N. Y., Holt. 256 p. S. (Home university lib. of modern knowledge) 50 c. n.
Traces rise of the doctrines of the Messiah, the kingdom of God, the blessed future life, etc., in the Jewish Apocalyptic literature of the time immediately preceding the teaching of Jesus. Author is Canon of Westminster.
- Chiles, Ja. A.** German prose composition; exercises in German composition and conversation; with a review of the elements of German grammar. Bost., Ginn. c. 6+175 p. D. 60 c.
- Christie, Dugald, M.D.** Thirty years in the Manchu capital; in and around Moukden in peace and in war; ed. by his wife. N. Y., McBride, Nast. 15+303 p. il. pors. pls. fold. maps. O. \$2.75 n.
As a medical missionary, author went to Moukden in 1882. China was then the Changeless East. Book describes her progress in the thirty years since, through the Chino-Japanese war, the Russo-Japanese War, the Boxer Rebellion and records devotion to the duties of militant Christianity.
- Cobb, Stanwood.** The real Turk. Bost., Pilgrim Press. c. 301 p. il. pls. 8°, \$1.50.
- Coe, Ida, and Christie, Alice J.** Story hour readers. 3d year. Bk. 3. N. Y., Am. Book Co. c. 236 p. il. D. 40 c.
- Cooke, Marjorie Benton.** Bambi; il. by Mary Greene Blumenschein. Garden City, N. Y., Doubleday, Page. c. 366 p. D. bds., \$1.25 n.
Charming, whimsical Bambi marries impractical play-writing Jarvis off-hand to take care of him. He tries unsuccessfully to sell his play in New York and then suddenly realizing his indebtedness to Bambi, he remains there, reduced even to cab-driving to make a living. Meanwhile, Bambi puts herself into a novel and induces Frohman to allow Jarvis to dramatize it. He quite falls in love with the unknown author during their correspondence. The disclosure is a shock to Jarvis, but all ends happily.
- Cooper, Eliz. Beaver.** The women of Egypt; with 51 illustrations. N. Y., Stokes. 380 p. D. \$1.50 n.
Why it is that divorces are many times more frequent in Egypt than in the United States; how three wives can live peaceably with each other; what the women do with their time; how children are trained; the new outlook which the education of girls is gradually giving them, are among the many matters told in a conversational, anecdotal style. Index.
- Crest and chasm of the continent**, illustrating the scenic wonders of the Rockies; color reproductions from actual photographs. [Denver], Williamson-Hafner Co. 14 p. 16 mounted col. pls. oblong 8f, 50 c.
- Crump, Irving.** Jack Straw in Mexico; how the engineers defended the hydro-electric plant; ils. by Leslie Crump. N. Y., McBride, Nast. c. 231 p. D. \$1 n.
Jack Strawbridge, a New England boy, is to deliver a valuable set of blue prints to the American engineer in charge of the power plant that supplies electricity to Mexico City. He accomplishes the task, but the drawings are stolen from the desk of their owners. At the same time that another daring plot is unearthed in which a horde of Zapata rebels play a prominent part, the culprit is discovered. After these adventures, Jack returns to finish his course at "Sheff."
- Danielson, Frances Weld.** Lessons for teachers of beginners [Sunday school]. Bost., Pilgrim Press. c. 9+160 p. il. pls. 12°, 75 c. n.
- Daugherty, Rob. Long.** Hydraulic turbines; with a chapter on centrifugal pumps. 2d ed., rev. and enl. N. Y., McGraw-Hill. 190 p. il. 8°, \$2 n.
- Davis, J: Fs.** California romantic and resourceful; a plea for the collection and diffusion of information relating to Pacific Coast history. San Francisco, A. M. Robertson. c. 11+80 p. pls. facsim. col. front. O. hf. cl., \$1.25.
Addresses amplified, revised and brought up to date. Contents: California romantic and resourceful; The love-story of Concha Argüello; Concepcion Argüello (Bret Harte).
- Deland, Mrs. Marg. Wade Campbell.** The hands of Esau. N. Y., Harper. c. 86 p. il. O. \$1 n.
"Lucky" Tom Vail was brought up not knowing that his father was a criminal. Nina accepts him although she has learned his antecedents. A man whom Vail senior has injured blurts out the story to young Tom and Nina knows that he knows. But Tom does not tell, and the fact changes Nina's whole life.
- Dixon, Royal.** The human side of plants; with 4 ils. in colors and 32 in black-and-white. N. Y., Stokes. 18+203 p. O. \$1.50 n.
Author tells about plants that go to sleep, walk, swim, defend themselves, rob, fish, eat insects, foretell the weather, dance, keep servants, change color, blossom underground, build airships or even kidnap; of plants so near to being animals that it is hard to tell in which kingdom they belong.
- Earl, T. C.** Gold dredging; with 77 half tones from photographs and 18 maps. N. Y., Spon & C. 15+208 p. 8°, \$8 n.
- Eckel, Edn. Clarence.** Iron ores: their occurrence, valuation and control. N. Y., McGraw-Hill. 427 p. il. 8°, \$4 n.
- Engineering and Mining Journal.** Handbook of milling details; comp. from the *Engineering and Mining Journal* by the editorial staff. N. Y., McGraw-Hill. c. 11+425 p. il. diagrs. (part fold.) 8°, \$4.
- Essays in exposition**; ed. by B: P. Kurtz, and others. Bost., Ginn. c. 57+521 p. D. \$1.30.

Fergusson, J: Coleman. Fergusson's percentage trigonometry; or plane trigonometry reduced to simple arithmetic; with a short description of his percentage compass; for schools, colleges, surveyors, navigators, and all who have to measure lines and angles. N. Y., Longmans. 155 p. il. figs. tabs. O. \$1.25 n.

Ferber, Edna. Personality plus; some experiences of Emma McChesney and her son, Jock; with 15 il. by Ja. Montgomery Flagg. N. Y., Stokes. c. 161 p. D. \$1 n.

For many years Emma McChesney traveled on the road for the Featherloom Petticoat Co., all for the sake of Jock, her son. Jock emerged safely from the cub stage, not without causing his mother some anxiety. But although Jock was "snappy" and cocksure to a high degree, he had traces of his mother's grit and common sense, which saved him. Her advice at critical moments, if it wasn't rejected saved him, too. Jock captures a splendid advertising job, and Mother Emma has time for a little romance.

Fillmore, Parker Hoysted. The rosie world; with ils. by Maginel Wright Enright. N. Y., Holt. c. 7+354 p. D. \$1.30 n.

Rosie O'Brien is a little Irish girl with a loving but easy-going mother on her hands and the rest of the family to look after. She mothers them all from Geraldine, the baby, to "Jarge," the boarder jilted by Rosie's stylish "stenog" sister Ellen.

Fitch, G: Sizing up Uncle Sam; vestpocket essays (not especially serious) on the United States. N. Y., Stokes. c. 10+238 p. D. \$1 n.

Characteristics of our states, cities, leading citizens (including George Washington), political phenomena, fads, pastimes, bragging points, drawbacks and problems, etc.; anything from Niagara to a ham sandwich summed up humorously.

Flower, Jessie Graham. Grace Harlowe's fourth year at Overton College. Phil., H: Altamus. c. 248 p. pls. 12°, (College girls ser.) 50 c.

Gates, Mrs. Josephine Scribner. Nannette and the baby monkey. Bost., Houghton Mifflin. c. 49 p. il. (in col.) S. bds., 50 c. n.

Nannette is a doll, who has amazing adventures which can be really seen in the photographs.

Georgian poetry, 1911-1912. [10th ed.] N. Y., Putnam. 4+197 p. D. bds., \$1.50 n.

Collection, akin to similar ones made in this country, that brings together in one volume the most distinctive poems of English writers during 1911-1912. Together with a coming volume, containing the representative poems of the years 1913-1914, will give the general reader, who has not time to do much reading, the choicest of contemporary poetry.

Gillmore, Rufus Hamilton. The Alster case; il. by C: L. Wrenn. N. Y., Appleton. c. 331 p. D. \$1.35 n.

The murdered victim is Miss Cornelia Alster, a wealthy spinster, eccentric, alienated from all her relatives, lavishing her benefactions upon protégés, the latest, a poor but capable, young lawyer, Robert Swann, deeply in love with the younger of her two adopted nieces. Even the murderer joins in the hunt. At length the mystery is solved by his own confession.

Girardeau, Claude M. The scarlet wagon. N. Y., Holt. c. 270 p. D. \$1.25 n.

Bob Scarlet's father was a Delaware "beach comber," and the family lived in a shanty on the shore. But Bob was ambitious, and he and his wagon, an old dory painted red mounted on wheels, pulled them all out of their poverty.

Glass, Lucy Woodrow. A comprehensive topical study of United States history and Pennsylvania history; for use in grammar and

high school classes and by private students. [Jeannette, Pa., Jeannette Pub.] 11-162 p. 8°, 40 c.

Goldsmith, Oliver. The vicar of Wakefield; il. [part col.] by Edm. J. Sullivan. N. Y., Holt. 16+345 p. pls. Q. \$4 n., bxd.

Grenfell, Wilfred Thomason, M.D. The prize of life. Bost., Pilgrim Press. c. 32 p. por. 12°, 50 c. n.

Handy, C. E. Preliminary machine drawing course. N. Y., Longmans. 40 p. il. diagrs. oblong T. pap., 30 c.

Hauff, Wilhelm. Lichenstein; romantische sage aus der württembergischen; ed. with introd. and commentaries by Garret W: Thompson. Bost., Ginn. c. 22+566 p. S. (Internat. modern language ser.) 90 c.

Heywood, Sir Arth. Percival. Bell towers and bell hanging; an appeal to architects; with contributions by Edn. H. Lewis, E. Alex. Young and others; and an appendix; published with the sanction of the Central Council of Ringers. N. Y., Longmans. 3+184 p. il. D. 75 c. n.

Hull, Rev. Ernest R. Thirteen articles on freemasonry. [N. Y., P. J. Kenedy & Sons.] 122 p. S. pap., 25 c. n.

Denunciation of freemasonry, from a Roman Catholic viewpoint.

Humphrey, Rev. W: Brewster. The Indians' use of song from the papoose board to the grave. [N. Y., Fleming & Reavely.] c. '13. 8 p. 8°, 25 c.

"This address is to accompany . . . the collection of songs called 'North American Indian folklore music,' published by the American Indian League."

Hunt, T: Forsyth, and Burkett, C. W. Farm animals, covering the general field of animal industry; with numerous ils. of animals, methods and practices. N. Y., O. Judd. c. 9+534 p. diagrs. 12°, (Hunt and Burkett's agriculture) \$1.50.

Hutchinson, Arth. Stuart-Menteth. The clean heart; with front. by R. M. Crosby. Bost., Little, Brown. c. 403 p. D. \$1.35 n.

Writford, a novelist, self-centered, seeking happiness in the wrong direction, temporarily loses his mental balance through overwork and worry. He throws himself into the Thames, but is rescued and takes refuge in flight from London, gradually regaining his sanity through association with one Mr. Puddlebox, a jolly old vagabond. He makes good teaching in a boys' school, the credit not a little due to the optimism of Essie, his landlady's daughter. From simple-minded Essie at length he learns a new theory of life.

Jacobs, Emilie Van Beil. The United States in topical outline. Phil., C. Sower Co. 64 p. il. maps. 8°, 25 c.

Jones, Alice. Flame of frost; il. by D. C. Hutchinson. N. Y., Appleton. c. 317 p. D. \$1.30 n.

Fred Norval, a young mining engineer, intends to marry a beautiful heiress. Unable to raise funds for a diamond quest, he starts off unaided, promising to bring his sweetheart a diamond for each finger. Stunned while excavating, Norval is rescued by a girl, Iseult, who lives alone in the Canadian wilds with her uncle, a reputed magician. Through Iseult, Norval learns of rich treasure fields, and pursues the search in a series of adventures involving mysterious Indian secrets. Norval learns to love Iseult, but she teaches him that there is a curse upon the diamonds.

Jones, E. Horton. Smelter construction costs. N. Y., McGraw-Hill. 152 p. il. 8°, \$2 n.

Jones, Mary Chandler. Tomorrow; and other poems. Bost., Pilgrim Press. c. 11—56 p. 12°, bds., 60 c. n.

Kaye-Smith, Sheila. The three Furlonges. Phil., Lippincott. c. 306 p. front. D. \$1.25 n.

A closely united family, two men and a girl, struggle against circumstances. Nigel Furlonger, a musician, is a noble character; but Janet is the great appeal of the story. She is another Tess of the D'Urbervilles, keeping her brothers straight by her love for them; and making her great sacrifice for a man unable to appreciate her. After the younger brother's death, Janet and Nigel go up to London to begin life anew in ambition for Nigel's musical career. Published in England under title "Three against the world."

King, H: Churchill. Growth. Bost., Pilgrim Press. c. 32 p. 12°, (Envelope ser.) pap., 25 c.

Knight, W: Allen. The well by Bethlehem's gate. Bost., Pilgrim Press. c. 55 p. pls. 12°, 60 c. n.

Lange, Dietrich. Lost in the fur country; il. by Griswold Tyng. Bost., Lothrop, L. & S. c. 10+297 p. D. \$1 n.

Twins, eleven years old, a boy and girl, are abducted from their home in Kentucky by Indians, and are not reunited until they are twenty-one. Gives a picture of real Indian life.

Lawrance, Marion. The Sunday School organized. Bost., Pilgrim Press. c. 88 p. charts. 12°, 75 c.; bds., 50 c.

Lee, Jennette Barbour Perry, [Mrs. Gerald Stanley Lee.] The woman in the alcove; il. by A. I. Keller and Arth. E. Becher. N. Y., Scribner. c. 152 p. D. \$1 n.

Story of married life, showing how a self-centered lawyer finds in his supposedly scrimping, practical wife, a very different sort of person.

Levison, Jacob Joshua. Studies of trees. N. Y., Wiley. c. 10+253 p. figs. 8°, \$1.60 n. Formerly published as a series of pamphlets.

Litta-Visconti-Arese, Pompeo, Duca. Monsignor Villarosa. N. Y., Putnam. c. 7+396 p. D. \$1.35 n.

Monsignor Villarosa is a saintly, silver-haired prelate with a heart big with sympathy. In his youth he had been a follower of Garibaldi and beneath his vestments still wears the "Star of The Thousand." He is engaged now in a still sterner fight—a fight to aid in the moral and material redemption of the peasants and to teach the true meaning of Christ's message to humanity. The romance of the prelate's nephew and a woman separated from her husband is intermingled with main plot.

Livingston, Rev. W: Poems for loyal hearts. N. Y., P. J. Kenedy & Sons. c. 173 p. D. \$1.25.

Lobachevskii, Nikolai Ivanovich. Geometrical researches on the theory of parallels; tr. from the original by G: Bruce Halsted. New ed. Chic., Open Court. c. 50 p. por. diagrs. 8°, \$1.25.

Loomis, Frederic Brewster. The Deseado formation of Patagonia; eighth Amherst expedition, 1911; pub. under the auspices of the trustees of Amherst College. [Concord, N. H., Rumford Press.] c. 232 p. il. map. 8°, \$2.50.

Loring, J: Alden. African adventure stories; with a foreword by Thdr. Roosevelt. N. Y., Scribner. c. 10+301 p. il. O. \$1.50 n.

Twenty-two narratives of the adventures of author and other famous hunters in Africa. Mr. Loring was field naturalist of the Roosevelt expedition.

Lunn, Arnold. The explorations of the Alps. N. Y., Holt. 250 p. (3 p. bibl.). S. (Home university lib. of modern knowledge) 50 c. n.

Contents: The mediaeval attitude; The pioneers; The opening up of the Alps; The story of Mont Blanc; Monte Rosa and the Bündner Oberland; Tirol and the Oberland; The coming of the English; The story of the Matterhorn; Modern mountaineering; The Alps in literature.

McAlpine, James, & Co. Cable code for packers, commission, flour and grain merchants, exporters or importers in general, with an addenda: optional trading. 2d ed. Milwaukee, C. N. Caspar Co. 331 p. f°, hf. mor., \$8 n.

Macaulay, T: Babington, Lord, and Lincoln, Abraham. Macaulay's Speeches on copyright and Lincoln's Address at Cooper Union; ed. by L. A. Pittenger. N. Y., Am. Book Co. c. 94 p. S. (Eclectic English classics) 20 c.

MacClintock, Porter Lander. The essentials of business English. Chic., La Salle Extension Univ. c. 15+273 p. D. \$1.

McCutcheon, G: Barr, ["R: Greaves," pseud.] The Prince of Graustark; with il. [in col.] by A. T. Keller. N. Y., Dodd, Mead. c. 394 p. D. \$1.35 n. Corrected entry.

MacDonald, Ronald. Gambier's advocate. N. Y., J: Lane. c. 328 p. front. D. \$1.30 n.

Through the influence of a wealthy and beautiful woman, Stephen Gambier is greatly helped in his political career. Their friendship is misunderstood by the outside world; therefore when the tragedy of her death occurs, circumstances seem to point to a lover's quarrel, and he is arrested as the criminal. The ingenuity and quick-wittedness of the girl Stephen is engaged to—a duty engagement, merely, on her part—is successful in bringing to light the perpetrator of the crime. Stephen, released with untarnished name, rejoices not so much in his freedom as in the fact that love existed where he had suspected only the cold conformity of duty.

Macnamara, Rachel Swete. The torch of life. N. Y., Putnam. c. 6+374 p. D. \$1.35 n.

For ten years Titian Fleury has been the wife of a man hopelessly paralyzed owing to an accident on their wedding day. Then he dies and at the age of twenty-nine she finds herself free to discover the world of which she has heard men speak. She has ten spurned and thwarted years to avenge. Her ingenious and impulsive nature cries aloud for happiness and love and she finds it, this time a love with wings.

Mantilla, Luis Felix. Mantilla's Libro segundo de lectura. New ed.; rev. by L: Imbert. N. Y., Am. Book Co. 366 p. il. 12°, 50 c.

Maxwell, W: Salesmanship. Bost., Houghton Mifflin. c. '13, '14. 234 p. D. \$1 n. Breezy papers first published in *Collier's Weekly* and since revised. Author is second vice-president of the Thomas A. Edison Co.

Meldola, Raphael. Chemistry. N. Y., Holt. 255 p. (3 p. bibl.) figs. S. (Home university lib. of modern knowledge) 50 c. n.

By professor of chemistry in the Finsbury Technical College, London.

Merwin, S: The charmed life of Miss Austin; 40 ills. by R. M. Crosby. N. Y., Century Co. c. '12-'14. 323 p. D. \$1.35 n.

Miss Edith Austin, a typical "nice girl from home," has come to China with her aunt and uncle. She eludes their chaperonage to prowls about the native quarters of Shanghai and Peking, where she meets adventure half-way and becomes involved with the strange persons and situations of the evil and fascinating East. Through it all she passes unscathed, but her uncle breathes a "Thank God" when he is finally freed from the necessity of chaperoning her further.

Mineral industry. v. 22 (1913); ed. by G. A. Rousch. N. Y., McGraw-Hill. 1000 p. 8°, \$10 n.

Moffett, T: Clinton. The American Indian on the new trail; the red man of the United States and the Christian gospel. N. Y., Missionary Educ. Movement of the U. S. and Canada. c. 13+302 p. (3 p. bibl.) pls. pors. maps. (1 fold.) 12°, 60 c.

Molesworth, G. L. Molesworth's pocket book of engineering formulæ. 27th ed., rev. and enl. N. Y., Spon & C. 7+936 p. il. f°, leath., price changed from \$2 to \$1.50 n.

Morrison, C; Clayton. The meaning of baptism. Chic., Disciples Publication Soc. c. 222 p. 12°, \$1.25.

Münsterberg, Hugo. Psychology; general and applied. N. Y., Appleton. c. 14+487 p. (10½ p. bibl.) O. \$1.75 n.

Includes social as well as individual psychology. Traces meaning of acts of our mind in "Purposive Psychology." Is not concerned with the structure of the brain and sense organs, but emphasizes the principles, both biological, physiological and philosophical.

Newborough, Maria Stella, Lady. The secret of Louis Philippe; the suppressed memoirs of Maria Stella, the rightful heir; tr. from the original French by M. Harriet M. Capes; and with an introd. by B. D'Agen. N. Y., McBride, Nast. 299 p. il. pors. pls. O. \$2.75 n.

Author was, as documents in the secret archives of the Vatican show, the daughter of Philippe Egalité and was exchanged by him, in infancy, for a boy (the son of an Italian named Chiappini) who subsequently became Louis-Philippe. Her supposed parents baptized her in the parish church of Modigliana, in Italy, as Maria Petronilla, and at an early age married her to an elderly English nobleman, Lord Newborough. She devoted the greater part of her life to the rectification of her baptismal certificate and the preparation of these memoirs. All the copies were bought up by agents, it is believed, of the Orleans family; and until the present were not available to the public.

Nicolls, W: Jasper. Wild mustard; a seven days' chronicle. Phil., Lippincott. c. 288 p. D. \$1.25 n.

Anne has a pleasant country home, devoted but "old fashioned" parents, and a lover. Yet she is restless and dissatisfied until Aunt Emily takes her to a suffrage meeting, where an English militant addresses the crowd. When Anne finds herself elected "associate general" of the woman hikers en route for Harrisburg, she feels that her romantic dreams of playing a striking part in the world's work have come true. The hike is a fiasco, Aunt Emily finds a long lost husband, and Anne discovers a new and important interest in her old lover.

Noble, C: The story of English speech; a sketch of the origin and development of the English language; with tables showing some of the more important grammatical forms of the three great periods; and specimens of

the literature from Caedmon to Shakespeare. Bost., Badger. c. 253 p. D. \$1.50 n.

Intended for a foundation course in the history of the English language. Point of view is historical rather than philological. Author is professor of English language and rhetoric, Grinnell College.

Oppenheim, Ja. Songs for the new age. N. Y., Century Co. c. 166 p. D. \$1.20 n.

Orcutt, W: Dana. The madonna of the sacrifice. Bost., Pilgrim Press. c. 51 p. il. 12°, bds., 50 c.

Page, E: Day. Trade morals, their origin, growth and province. New Haven, Conn., Yale Univ. c. 196 p. 8°, \$1.50.

Peel, Bp. W: G; D.D., and Willis, Bp. J: Jamieson, D.D. Steps towards reunion; a statement for the consultative committee. N. Y., Longmans. 70 p. O. pap., 36 c. n.

Peirce, Clarence A., comp. Handbook of formulas and tables for engineers; with mathematical sections by Wa. B. Carver. N. Y., McGraw-Hill. 168 p. il. 16°, limp leath., \$1.50 n.

Pulver, Mary Brecht. The spring lady; with front. by Neysa McMein. Indianapolis, Bobbs-Merrill. c. 298 p. D. \$1.25 n.

Rita runs away from the artificial and luxurious life of New York and from a business-engrossed husband to the little village of Sweet Hills. Here she meets the village "masher," a tragic little dress-maker, Cynthia, a sweet young country girl, and Paul, a poet who makes love to her. Village gossip dallies with her good name and a New York acquaintance discovers her retreat, but despite all Rita finds happiness which her husband is summoned to share.

Quinn, Mary J. Planning and furnishing the home; practical and economical suggestions for the home maker. N. Y., Harper. c. 10+190 p. il. \$1 n.

Intended for the every-day homemaker. Gives general principles, specific directions, and warnings for practical help in house or apartment.

Raymond, W: Galt. Plane surveying; for use in the classroom and field. N. Y., Am. Book Co. 589 p. il. 16°, limp leath., \$3.

Read, Georgia Willis. Médoc in the moor. Bost., Sherman, French. c. 3+219 p. D. \$1.25 n.

A Breton romance. Terese, the courageous and strong-hearted old peasant woman, the real heroine of the tale, through the alchemy of her unselfishness changes a deepest sorrow into happiness for others. Anton, Louise, Gabriel, the millonairress (with her broad acres and old bonnets)—all the village bring their tangles, good and bad, to Terese, who sets them right again. Monsieur and Mademoiselle themselves would have made a sorry enough affair of their love but for her.

Record, S: J. Mechanical properties of wood. N. Y., Wiley. c. 8+165 p. figs. 8°, \$1.75 n.

Scott, W: R. J: Reed. The duke of Oblivion; with a front. in col. by H. Weston Taylor. Phil., Lippincott. c. 349 p. D. \$1.25 n.

Cardigan and Brinsmade on a yachting trip in company with a sister and cousin, discover an island in the Caribbean mysteriously hidden by a fog bank. Here lives a lost community ruled by the Duke of Oblivion. The duke tells them that his people are beginning to suffer from in-breeding and put the amazing proposition that they stay and marry into the nobility and the sailors in their class. He intends to insure their acceptance by force of arms. Adventure follows adventure in the thrilling escape, which includes the duke's two lovely nieces.

The Publishers' Weekly

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 Hutchins, California Mag., Feb. 1859; Apr. 1860; Feb., 1861.
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 Indiana (Northern) Hist. Soc. Pubns., v. 2 and 3.
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 Hunt's Merchants Mag., v. 3, 21, 33, 42-44, and 46 to end, also v. 9 No. 3, v. 12, July and Aug., 1845, v. 42, Apr. 1860.
 Furlong, Speech on Outrages at Vicksburg, Dec. 18, 1874.
 Amer. Philosop. Soc. (Phila.) Proceedings, v. 1, 1838.
 Poole's Index to Periodicals, vols. 4 and 5.
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 Glass and Manufactures Thereof, anything relating to Beard, Life of Toussaint L'Ouverture.
 International Quarterly, Feb., 1906, to date.
 Celestial Empire, v. 1 to 67, and vol. 75.
 Barr, Shacklett.
 Kerr, Chinese Question Analyzed.
 Edwards, Camp Fires of a Naturalist.
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 Hoar, No Power to Conquer Foreign Nations, etc.
 Hooper, Speech, Jan. 19, 1863.
 Howard, Debates on Federal Charter.
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 Houck, Hist. of Mo., 3 vol.
 Holcombe, Christian Colony in China.
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 Amer. Acad. Pol. and Soc. Sc. Ann., Jan. 1899, Sept. 1903, July (Sup.) 1910.
 Mueller, Select Extra-Tropical Plants
 China Directories, any.
 New York Herald, any runs of vols. of.
 Jenkinson, Aaron Burr.

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 Annals of the American Academy; July 1890 to Dec. 1899.
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 Historical Sketches Northern N. Y., Sylvester.
 Gilleland's diary, the pioneer history of the Champlain valley, pub. Munsell.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
 [Cash.]

French Wine and Liquor Manufacture.
 Monzort's Independent Liquorist.
 Wells, Modern Utopia.
 Kelley, Vernon, Eugenics and Militarism.

The H. & W. B. Drew Co., Jacksonville, Fla.

Caesar's Court, W. D. Mahan.
 Devil's Tree of Eldorado.

G. Dunn & Co., St. Paul, Minn.

Eirne, A Woman's Right.
 Omega, Flammarion.
 Art and Progress, Oct. 1913.
 Motor Age, Nov. 27, 1913.
 Gardening, Nov. 1, 1912, July 15, 1913.

E. P. Dutton & Co., 681 5th Ave., New York.

Parsons, New Light from Great Pyramid.
 Glyn, Analysis of the Evolution of Musical Form.
 Trumbull, History of Connecticut, Utley reprint.
 Arnim, The Benefactress.

BOOKS WANTED—Continued.

E. P. Dutton & Co.—Continued.

China Hunters' Club, Harper.
Nason, Sir Henry Frankland or Boston in Colonial Days.
Thoreau, Cape Cod, illus. by Watson in color, 2 vols. Boston, 1896.

A. E. Eddy, 852 Broad St., Providence, R. I.

Jeremy Bentham Works.
Austins Genealogical Dictionary of R. I.
Carpenter's South County Neighbors.
Hazard, Johnny Cake Papers.
Masons, Reminiscences of Newport.

W. C. Edwards, Sibley Block, Rochester, N. Y.

World Trade Directory, latest ed., govt. publication.
Wilson Lost Atlantic.

Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.

The Development of Philosophic Thought, from Thales to Kant, by Noise-Macmillan.

Geo. Engelke, 855 N. Clark St., Chicago, Ill.

[Cash.]

Bookkeeping, Snyder & Thurston; 20 copies.
Key to Wells Advanced Algebra.
Rowe, Preservative Treatment of Timber.
Jones, Grammar of Ornament.

H. W. Fisher & Co., 1629 Chestnut St., Philadelphia.

Morris Rosenfeld's poetry, trans. by Alice Stone Blackwell.
Things As They Are, Bolton Hall.

H. A. Fowler, 17 Board of Trade, Kansas City, Mo.

The Booklover, complete set (28 numbers.)

Fowler Brothers, 747 S. Broadway, Los Angeles, Cal.

Heilbroun or Props from the Fountain of Health, Fannie Harley.

C. Gerhardt & Co., 120 E. 59th St., New York.

Bates, A Working Basis of the English Drama.
Golden, Brief History of the English Drama.
Ellis, Nineteenth Century.

Goodspeed's Book Shop, 5A Park St., Boston, Mass.

Alcott, A. B., Sonnets and Canzonets.
Barnard, Henry, Normal Schools and Other Institutions, Hartford, 1851.
Edwards, C. E., Camp Fires of a Naturalist.
Frothingham, O. B., Hist. of Transcendentalism.
F. B. Sanborn, & W. T. Harris, Memoir of Bronson Alcott.

Steiner, Life of James McHenry.

Stevenson, M. J., From the Saranac to Marquesas.

Thayer (?), Western Journey (of Emerson and others).

Wasson, D. A., Essays, ed. by Frothingham; Poems, ed. by E. D. Cheney.

Prince Soc. American colonization, Sir Wm. Alexander.

Brown, Rev. J., Captives of Abb's Valley, 1854.

Dana, R. H., Seaman's Assistant.

Dandridge, Danske, American Prisoners of Revol.

Journal of Marie Bashkirtseff.

Primer of Oriental Rugs.

Spiritual Harp (Old Hymn book).

Warder, G. W., Cities of the Sun.

Genealogies, Black by Cyrus Black, 1885; Pierson gen. records, 1878.

T. S. Gray Company, Milwaukee, Wis.

Other People's Children.

Chas. G. Grundstrom, P. O. Box 225, Riverside, Cal.

New San Francisco Magazine, all after Dec., 1906.

Western World Weekly, any number.

Grizzly Bear Magazine, Nov., 1907, to May, 1910.

Uncle Remus' Home Magazine, January, 1910, to date.

Illustrated Outdoor News, Nov., 1906, to date.

Hays-Cushman Co., 59 E. Van Buren St., Chicago.

Encyclopedia Britannica, 11th ed. clo. thin paper.
Lagrange, Great Pyramids.

Chas. Fred. Heartman, 36 Lexington Ave., New York.

Hamilton Pamphlets.

Morning and Evening Star.

Canal Pamphlets, before 1830.

Holbrook North American Herpetology.

Chas. Fred. Heartman.—Continued.

J. H. Payne, Lispings from the Muse.

Book of Common Prayer, Phila., 1786.

Same, Phila., 1790.

Aaron Burr Pamphlets.

Almanacs before 1800.

Andre Pamphlets.

Broadsides relating to American Revolution.

New England Primer.

Clinton's Narrative.

Hove's Conduct.

Burgoyne Tracts.

Clinton-Cornwallis Controversy, everything relating to.

Drayton, Memoirs of American Revolution.

Graydon, Anecdotes of American Revolution.

American Trials before 1820.

Sketch of the Life of Gen. Francis Marion, Charleston, 1821.

Stamp Act, Broadsides and Pamphlets.

Richardson, War of 1812, Brockville, 1842, part 1.

French and Indian War pamphlets.

Indian Treatys.

Kelly's Oregon.

Elzevier Press.

Early American Plays.

Edwards, Wm. H.: Butterflies of North America, 3d series.

E. Higgins Co., 138 Monroe Ave., Grand Rapids, Mich.

Julius Caesar, Student's Handy Shakespeare, 2d ed. rev., Hudson's notes, copyrighted 1881, printed 1887, green cloth.

Walter M. Hill, 831 Marshall Field Bldg., Chicago, Ill.

Greenwood, The Hatchet Throwers.

Encyclopedia Britannica, ordinary ed., cloth.

Gough, John B., Eloquence and Orators.

California, Its Gold Mines, Climate and History, Lond.

Riley, James W., A. L. S.

John Brougham, actor, A. L. S.

John McCullough, actor, A. L. S.

Adelaide Neilson, actress, A. L. S.

Mary Anderson, actress, A. L. S.

Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.

Encyclopedia Britannica, latest ed., printed on thin paper and bound in sheep.

The Wiving of Lance Cleaverage, Alice MacGowan.

Judith of the Cumberlands, Alice MacGowan.

The Moss Rose, Charles Bruce.

Paul B. Hoeber, 69 E. 50th St., New York.

Standard Dictionary; give copyright date.

The Holland Bookshop, 8 Temple St., Nashua, N. H.

Allen's History of Missions.

Cheiros, Language of the Hand.

Mason, The Art of Chess.

Taxidermy.

Baedeker's U. S.

Robert L. Humber, Jr., Wake Forest, N. C.

Life and Speeches, Henry W. Grady.

Hunter & Co., Inc., Richmond, Va.

Venerable's Mental Arithmetic, 100 copies.

International Encyclopedia.

The H. R. Hunting Co., Besse Place, Springfield, Mass.

Green, History of Springfield, Mass.

Hartzfeld et Darmesteter, Dictionnaire General de la Langue Francaise, 2 vols., Stechert.

Hyland Bros., Portland, Ore.

House of Hawley, E. E. Peake.

Harvard Classics.

Book containing Solomon's Blacksmith.

Lee & Frost, Ten Years in Oregon.

Jacobs' Book Store, 1210 Walnut St., Philadelphia.

The Yellow Ticket.

Stones of the Temple, G. W. Field, Rivington, 1876.

Jaques & Southworth Co., LaFayette, Ind.

Tylor, Primitive Culture, 2 vols.

U. P. James, 127 W. Seventh St., Cincinnati, O.

Genealogy of Bartlett Family, Levi Bartlett.

William R. Jenkins Co., 6th Ave. at 48th Street, New York.

Bismark, Busch, pub. Macmillan; set 2 vols.

BOOKS WANTED—Continued.

- E. W. Johnson, 410 4th Ave., New York.**
Genealogies: Woodhull, Kilbourne, Springer.
Collection Papers, Hist. Massachusetts, Hutchinson, 1769.
- Johnson's Bookstore, 391 Main St., Springfield, Mass.**
The Two Covenants, Murray, pub. Revell; 4 copies.
- The Jones Book Store, Inc., 226-228 W. 1st St., Los Angeles, Cal.**
Century Dictionary, 12 vols., any binding.
Science and Health, any binding, any quantity.
Any almanac of the year 1866.
Justin Martyr, or any other of the "Fathers."
Jahr-Hulls New Manual of Homeopathic Practice.
The Hieroglyphics of Abydos.
Leyes de California, for the years 1850-1872, cheap.
De Morgan's Book of Almanacs.
Harriman's Expedition to Alaska (2 vols.), Smithsonian Inst. Pub.
Anna Morgan, Volume of Expression.
Law of Law, S. P. Wait.
- The Edward P. Judd Co., New Haven, Conn.**
Wardle's Handbook of Wild Silks of India.
Flagg, J. M., Tomfoolery.
- J. S. Julian's Bookstore, 533 Royal St., New Orleans, La.**
Golden Manual, being a guide to Catholic devotion, D. P. Sadlier & Co., N. Y.
- Kleinteich's Book Store, 1245 Fulton St., Brooklyn.**
Jannsen, History of the German People.
Tosti, Life of Boniface VIII.
Bowden, Life of Gregory VII.
Hefelen, Cardinal Ximenes.
Allison, Formation of Christendom.
- Robert F. Koch, 716 Bushwick Ave., Brooklyn, N. Y.**
Fulton, Book of Pigeons, ed. by Cassell.
- The Korner & Wood Co., 737 Euclid Ave., Cleveland, O.**
A. E., Diedre.
- Charles E. Lauriat Co., 385 Washington St., Boston.**
Travels of Samuel Parker, 1838.
The Defoe Period Unmasked, J. E. Roe, Burr Ptg. Co.
Parley's Illuminated Lib'y for Jan. 6, 1844; vol. or no. covering that date.
Gerard, The Lion Killer, pub. Derby & Jackson, 1857.
Niagara Revisited, Chicago, 1884.
Bride's Roses, N. Y., 1883.
Prentice Hugh, Frances M. Peard.
Cone Cut Corner, Benauly.
- Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.**
Logic, G. H. Smith, Putnam Sons.
- Lemcke & Buechner, 30-32 W. 27th St., New York.**
Pierce, B., Linear Associative Algebra, New York, 1882.
- M. J. Levey, 6231 Lakewood Ave., Chicago. [Cash.]**
Goethe's Works, in German, 5 vols. illus. ed. de luxe.
- Edward E. Levi, 1017 Liberty Ave., Pittsburgh, Pa.**
Gilfillan, J. G., How to Read Disease and Disposition at Sight.
- Little, Brown & Co., 34 Beacon St., Boston.**
Unrepealed Acts of Boston, Edw. Nettleton, 1885.
Private Stables, Garland.
- Login Brothers, 1911 West Harrison St., Chicago.**
McClellan, 2 vol., Regional Anatomy.
Balzac, Drole Stories.
Only A Boy.
Any Late Medical Books.
- Louisville Free Public Library, Louisville, Ky.**
Brown, White Roses, 2.
Harker, Romance of the Nursery.
Richardson, Girl Who Earns Her Own Living, 2.
- The Lyceum Book Exchange, 711½ Hennepin Ave., Minneapolis, Minn.**
Ploss, Das Weib, English or French trans.
- McClelland & Co., 67 North High St., Columbus, O.**
First Man in the Moon, H. G. Wells.

- McDevitt-Wilson, 30 Church St., New York.**
Norris, McTeague.
Life of Cassius, M. Clay.
Jackson's Bernard Shaw.
Grilling the Puritans.
Burton Holmes' Travelogues.
Stendhal, Unexpurgated Works.
Pennell, Great New York; original ed.
Pennell, Little Book of London, orig. ed.
Moore, Mummer's Wife, 1st ed.
Owen, Cults, Customs and Superstitions.
- Joseph McDonough Co., 73 Hudson Ave., Albany, N. Y.**
Set of the Harvard Classics.
- Alexander McQueen, Glenview, Ill.**
Dixon, Migration of Birds.
Jeaffreson, Brides and Bridals.
Humphreys, Peruvian Tales.
Landes, Glossaire Erotique.
- Henry Malkan, 42 Broadway, New York.**
Boxall, Anglo-Saxon.
S. Baring, Gould, Furze Bloom.
S. Baring Gould, South Wales.
S. Baring Gould, Nativity.
S. Baring Gould, Secular and Religious Education.
Ainsworth, Modern Chivalry.
Abbott, Old Paths and Legends of New England.
Crawley, The Mystic Rose, London, 1902.
Modern Business, 12 vols.
Ouida, A Leaf in the Storm.
- Stuart Mason, 6 Molyneux House, Molyneux St., London, W., Eng.**
Wilde's Lord Arthur Savile, N. Y., 1891.
Wilde's Happy Prince, Boston, 1890.
Wilde's Plays, early acting editions.
Wilde's Reading Gaol, American ed.
Wilde's Reading Gaol, illus. ed.
- Isaac Mendoza Book Co., 17 Ann St., New York.**
The Universal Atlas, ed. by Sheahan, N. Y., 1873.
Hannah More Works, vol. 3, Harper.
- George M. Millard, 1651 Huntington Drive, South Pasadena, Cal.**
Harte, Thankful Blossom, Boston, 1877.
Harte, Story of a Mine, Boston, 1878.
Clemens, £1,000,000 Bank Note, New York, 1893.
Clemens, Tom Sawyer Abroad, New York, 1894.
Clemens, Pudd'nhead Wilson, Hartford, 1894.
Outcroppings, San Francisco, 1866.
Cassin, Zoology U. S. Exploring Expedition.
Cassin, Birds of California and Texas, 1855 or 1862.
Giraud, Herpetology.
Cummins, Story of the Files, San Francisco, 1893.
Forbes, California, London, 1839.
- The Morris Book Shop, 71 E. Adams St., Chicago, Ill.**
Ballard, H. C., Poems.
The Broken Shaft, Marion Crawford, and others.
Wile, Men Around the Kaiser.
Kipling, The Fleet in Being.
DeMille, Castle in Spain.
Trollope's Cicero.
Lamb, History of New York.
- Noah Farnham Morrison, 314-318 W. Jersey St., Elizabeth, N. J.**
Spencer, History of Kentucky Baptists.
Balch, Letters and Papers Relating to the Provincial History of Pennsylvania.
Shippen Genealogy.
Willing Genealogy.
- The H. C. Murray Co., 699 Main St., Willimantic, Conn.**
Three Weeks, Elinor Glyn.
- N. Y. Medical Book Co., 45 East 42d St., New York.**
Chapin, Municipal Sanitation in U. S.
- John J. Newbegin, San Francisco, Cal.**
Ovid's Metamorphosis in the Bohn Lib.
Hugo, Nat'l ed. pub. in Paris.
Satyricon of Petronius.
Farmer and Henley's Slang Dictionary.
Murray, Oxford Dictionary of English Language, half morocco.
- D. H. Newhall, 154 Nassau St., New York. [Cash.]**
Edwards, Camp Fires of a Naturalist.
Andrews, South Since the War.
Bard, Political Situation in Georgia.
Halstead, Caucuses of 1860.
Hillman, Rocks that Shock.

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Hoch der Kaiser, Abbey Press.
Delolme, English Constitution.
Voltaire, Zaire.
Marmontelle's Memoirs.
Biography of DeLambert.
Bible, with old woodcuts.

H. G. Noel 408 Olive St., St. Louis, Mo.
George Balcombe, A Novel, 2 vols., N. Y., 1836.
A Partisan Leader, Beverly Tucker, 1837.
Southern Literary Messenger, 1844 and 1845.
City Ordinances of Belleville, Ills., 1862.

The Norman, Remington Co., 308 N. Charles St., Baltimore, Md.

Original Ben Pitman System.
Ramm Facts.
De Windt, Through Savage Europe, pop. ed.
New Essays Towards a Critical Method, Robertson.

The Old Corner Book Store, Inc., 27-29 Bromfield St., Boston, Mass.

Poetry of the Orient, Wm. Alger, pub. Roberts Bros.
Slaughter, Bristol Parish, Va.
Warner's Library of the World's Best Literature, vol. 10.

Old Corner Book Store, Springfield, Mass.
Journey to No. America, 1779, Peter Kalms, Lowndes, London, Eng.
Maude, Visit to Falls of Niagara in 1800, pub. 1826.
Mrs. Sedgwick's Clarence.
Letters to Washington and accompanying papers, 5 v.
Riedesel, Letters and Journals relating to American Revolution, Stone, 1867.

C. C. Parker, 220 South Broadway, Los Angeles, Cal.
Master Hand, Richard Dallas.
Mandarins Fan, Fergus Hume.
British Eloquence, Goodrich.
Irish Eloquence, Phillips and others.
Pirate's Own Book, Portland, 1837.
Burchard's Diary.
Tahiti, Garden of the Sea, Dora Hort.
Tahiti, An Island Paradise, Nicholas Senn.

Philadelphia Book Co., 17 S. 9th St., Philadelphia.
Hawkins, Silver Coins of England, R. L. Kenyon.
Quote other books on coins, particularly silver coins.

Pierce & Zahn Book Co., 1531 Arapahoe St., Denver, Colo.

Good Living, Sara VanBuren Brughier.
Just How, Mrs. A. D. T. Whitney.
What Shall We Do To-night? Dick and Fitzgerald.
Immigration Fallacies, John Chetwood, Jr.
Frederick Maccabe Booklet, or Ventriloquism.

Isaac Pitman & Sons, 2 W. 45th St., New York.
Isaac Pitman's Sound Hand, 1st ed.
Warren Hastings in Isaac Pitman Shorthand.
Tom Browne's School Days in Isaac Pitman Shorthand.
Pitman's American Journal, vol. 1.

Charles H. Platt, 236 Delaware Ave., Albany, N. Y.
Canadian Entomologist, v. 8, No. 5.
Coleman's Mythology of the Hindus.
Burgess' Elaphanta.
Rawlinson's Ancient Monarchies.
Hislop's Two Babylons.

Powers Mercantile Company, Minneapolis, Minn.
Life of Anna Amelia, Duchess Saxe-Weimer Gerard.

Powner's Book Store, 33-37 N. Clark St., Chicago, Ill.
Gilmore, Rear Guard of the American Revolution, 2.

Presbyterian Board of Publication and Sabbath School Work, Chicago, Ill.

Revival of a Dead Church, Broughton.

Presbyterian Board of Publication and Sabbath School Work, St. Louis, Mo.

The Bible, Its Structure and Purpose, Urquhart, vols. 3 and 4 only.
Pulpit Commentary, complete, 51 vols.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

When We Were Boys, Wm. O'Brien.
An Investigation Into the Laws of Thought on Which are Founded Mathematical Theories, Logic and Probabilities, George Boole.

Public Library, Chillicothe, O.

Ace of Clubs, The, Lindorff.
Recent vols. of *Missionary Review*.

G. P. Putnam's Sons, 2 W. 45th St., New York.

Page Genealogy.
Calthrop, English Costume, vols. 3 and 4.
Watson, Litanies of Life.
Gloag, Book of English Gardens.
Curtis, Life of Daniel Webster.
Wishmaker's Town.
Bixby, New World and New Thought.
Kovalesky, Recollections of Childhood, Century Co. ed.
Halland, C., My Japanese Wife.
Eliot, Harvard Classics, 50 vols.
Reich, History of Civilization.
Foulke, Slav or Saxon.
Bill Nye's Funny Pillows, first ed.
Zack, Tales of Dunstable Weir.

R. W. Quigley, 84 Centre Ave., South, Rockville Centre, N. Y.

Railway Electrical Engineer, Feb., 1914.
Harvard Classics.
Encyclopedia Britannica.
Book of Knowledge.
Electrical World, Apr. 25, 1914, 10 copies.

Raymer's Book Store, 5 North Division St., Grand Rapids, Mich.

Genealogy of the Southwick Family, pub. 1881.

Fleming H. Revell Co., 158 5th Ave., New York.
Novels of Friedrich Spielhagen, new or 2d hand.

E. R. Robinson, 410 River St., Troy, N. Y.
Preacher's Homiletic Commentary, complete.
Montalembert, Monks of the West, vols. 6 and 7.
Bunting, Ancient Music of Ireland, any vols., 1796, 1809, 1840 or other eds.
Scott, Sir W., History of Scotland, Collier ed.
Aldrich, H. L., Arctic Alaska and Siberia, several copies.

Rohde & Haskins Co., 16 Cortland St., New York.
Vicar of Morwenstow, Hawker.
Ellis History of Monmouth Co., N. J.

Rorer Book Store, 171 Orange St., New Haven, Conn.
Cities of Sun, Warden, Dillingham.
Chittenden, Nutrition of Man, Stokes, 2d hand.

St. Paul Book and Stationery Co., 55-59 E. 6th St., St. Paul, Minn.

En Route.
Lady of the Heavens, Rider Haggard.

St. Paul Public Library, St. Paul, Minn.
Harper's Pictorial History of the War with Spain, with an introduction by N. A. Miles, Harper, 1899, vol. 2.

Schulte's Book Store, 132 E. 23d St., New York.
Poetical Works of John Trumbull, Hartford, 1820, vol. 2.

Dollinger, History of the Reformation.
Bossuet, Commentary on the Revelation.
Heralds of Revolt.
Controversy of St. Francis of Sales.
Works of Lincoln, vol 7, Tandy Thomas, N. Y., clo. or leather.
Married At Last, Thomas.

John E. Scopes & Co., 53 Maiden Lane, Albany, N. Y.
Baird's Rise of the Huguenots of France, 2 vols., 1883.
Baird's History of the Huguenot Immigration to America, 2 vols., 1885.
Hadden's Journal, Munsell, Albany.
Burgoyne's Narrative, quarto, 1780.
Journal of Major Rogers, Munsell, Albany.

Scrantom, Wetmore & Co., Rochester, N. Y.

Grandmother's Trunkful of Stories.
David, W. S., Belshazzar.
Deutch, Literary Remains with Brief Memoir.
Ellis, Study of British Genius.
Green, Millionaire Baby.
Gregory I, Ideals.
Gregory I, Poets and Dreamers.
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Schierbrand, Russia, Her Strength and Weakness.

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Schuyler, E., Peter the Great.
Tennyson, Daphne and other poems.
Tennyson, Isles of Greece, Sappho and Alcaeus.
Weymen, Wild Geese.

Charles Scribner's Sons, 5th Ave. at 48th St., New York.

Bishop, W. H., Pound of Cure.
Humphreys, H. N., Art of Writing.
Doyle, A. C., Sir Nigel.
Constant, Memoirs of Napoleon.
James, Life of W. W. Story.
Brownell, W. C., Newport.
Hamsun, Hunger.
Younghusband, Heart of a Continent.
Scheffel, Trompeter von Sakkingen, trans.
Memoirs of Wilhelmine of Baireuth.
Baur, Gems.
Eliot, Landscape Gardening.
Recollections of Anton House.
Minstrelsy of Scottish Border, 4 vols., Blackwood.
Mackay, Religion of Threshold.
Pike, Through Subarctic Forest.
Rawlinson, Egypt and Babylon.
Shelton, Man Without Memory.
O'Hagan, Speeches and Arguments, ed. Teeling.
Drawings of Millet, Heinemann.
Hamp, Treasure of Mushroom Rock.
Spears, Short Hist. of American Navy, 50c. ed.
Verne, Archipelago On Fire, 25c. ed.
Langland, Vision of William Concerning Piers, The Plowman.

Seattle Public Library, Seattle, Wash.

Buchanan, Jas., works.
Chamberlain, Universities and Their Sons.
Dexter, Biographical Sketches of the Graduates of Yale College, 1701-1813.
Harris, Diplomatic History of America.
Hottenroth, Trachten, haus, feld and Krugsgerathschaften.
Pollock, History of the English law.
Scudder, Catalogue of Scientific Serials.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.

Memoirs of Napoleon, Anton Marchi.
F. F. Sherman, 1790 Broadway, New York.
Art in America, vol. 1, No. 4, Oct., 1913; \$1.50 ea.
Art and Progress, vol. 1, No. 1, Nov., 1909; \$1.00.
A Narrative of the Exercise of Soul and Distress of Body of Noah Hathaway (etc.) with an appendix.
New Bedford, A. Shearman, Jun., 1805, 16mo. 48pp.
Any books or pamphlets printed by A. Shearman, Jun., New Bedford.
Any books printed in Peekskill, N. Y., prior to 1835.

The Sherwood Co., 19 John St., New York.

The Spoon, Westman.
Spiritual Healing, C. E. Prather.
New Britannica.
Story of Life Insurance, Hendrick.
In the Golden Days, Tyall.
Sibley, Lindsay & Curr Co., 432 4th Ave., New York.
The Two Standards, Rev. Wm. Barry., Century Co.
William H. Smith, Jr., Coleburn Bldg., Norwalk, Conn.
Hanson, Old Kent (being Kent Co., Md.)
Catullus, ed. S. G. Owen, Lond., 1893.
Dwinelle, Colonial History of San Francisco.

Smythe's, Neil House Block, Columbus, O.

Hereditary Genius, Galton.
Caesar's Column, Donnelly.
Library Business Practice, System Co.
When Blades Are Out, etc., Brady.
Historian's History of the World.
G. E. Stechert & Co., 151-155 W. 25th St., New York.
Botanical Gazette, vol. 35, No. 1, or complete vol.
Journal of Physiology (England), any vol.
Columbia Univ. Studies Hist. Econ., set or nos.
Newton's Principia, ed. Chittenden, 1846.
Amer. Brass Founders Ass'n. Trans., vol. 1-3.

Frederick A. Stokes Co., 443-449 4th Ave., New York.

House of the Red Fox, Miriam Byrne.
Stratford & Green, 642-644 S. Main St., Los Angeles, Cal.
Anything on Rotating Vectors or Rotating Magnetic Field by Galileo Fararis.
Building and Loan Interest Tables, J. Watts Robinson.

The Theosophical Publishing Co. of New York, 25 W. 45th St., New York.

Troy and Its Remains, Dr. Henry Schliemann.

Timby's Book Shop, Ashtabula, O.

Bates' Pennsylvania Volunteers.
Rabalais.
Sex Worship, Book on.
Spoiling the Egyptians, Keay.
Denton, Lectures on Geology.
History of Campaign County, Ohio.
Heroditus, Rawlinson trans.

The Toronto Book Co., 355 Yonge St., Toronto, Can.

History of India, 8 vols., three-quarter mor., Grolier Society.
Works of Josephus, library ed.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Scenery and Antiquities of Ireland, 2 vols., Stirling Coyne, N. P. Willis.
Katharine's Sheaves.

T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.

Hairbreadth Escapes, H. C. Adams.
Eleanor, vol. 1, Mrs. Ward.

John Wanamaker, New York.

Hayden's Virginia Genealogies.
Mammy's Reminiscences, Grelow.
History of Medway, Mass, Rev. E. P. Jameson.
History of the Adams Family, Andrew N. Adams.
Works of Albion W. Tourgee.
Ibsen and Bjornson, Geo. Brandes.

John Wanamaker, Philadelphia.

Letters to a Young Physician, James Jackson.
Story of My Life, James Marion Sims.
Balance of Fundamentals, Veriety.
Last Day of the Emperor Napoleon, F. Antommarchi, 2 vols., London, 1825.

Geo. E. Warner, Minneapolis, Minn.

New York Gazetteer, Chenango County.
F. D. Hemenway, Bradley.
McElroy, Kentucky in the Nation's History.

Weinstock, Lubin & Co., Sacramento, Cal.

The Wedding Ring, Talmage, cloth-bound ed.

J. R. Weldin Co., 413-415 Wood St., Pittsburgh, Pa.

Donnelly, Caesar's Column.
White & Riddle Latin Dictionary.
Kirk, Daughters of Eve.
Cary, Industrial Drawing for Girls.
Bauerman, Metallurgy of Iron, 6th ed.
Palton, On Fermentation and Wines of Ancients.
Hill, Physiology and Pathology of Cerebral Circulation.
How to Fold Napkins.
Wilmot, History of Our Times in South Africa.
Cather, Troll Garden.
Hillis, David the Poet and King, Revell.
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